

# THE TIMES

No. 64,485

MONDAY NOVEMBER 9 1992

45p



Remembering past conflicts: the Princess of Wales, the Princess Royal and Queen Elizabeth the Queen Mother look down on the ceremonial grandeur at the Cenotaph in Whitehall yesterday

## Lamont pressed to cut rates to 6%

By NICHOLAS WOOD  
AND PHILIP BASSETT

NORMAN Lamont, the Chancellor, is considering a bold two-point cut in interest rates to soften the blow of a virtual pay freeze for five million public sector workers and savage reductions in planned state spending.

A cut in loan rates to 6 per cent, which is being canvassed by Thatcherite ministers and some senior Treasury officials, is aimed at reinvigorating the housing market and restoring business and consumer confidence, which have hit rock bottom after the European exchange-rate mechanism nearly two months ago.

A two-point reduction in bank base rates would probably lead to a 1½-point cut in mortgage rates. This would reduce the cost of a £50,000 mortgage by £750 annually or £62.50 a month. The case for a big reduction was boosted yesterday when the CBI called for an immediate two-point cut.

Mr Lamont's Treasury and Bank of England advisers have been locked in an intense debate for several weeks about the relative merits of a deep cut in interest rates to accompany the Autumn Statement and a more cautious policy of trimming rates by one point at a time. Many

Cheaper loans and mortgages could be the sweetener to a bitter pill of spending cuts and a public sector pay freeze expected on Thursday from the chancellor's Autumn Statement which he sees as a springboard for economic recovery.

senior officials and government ministers now privately accept that British interest rates will fall to 6 per cent or lower by the spring of next year. However, there are still divisions on how quickly these lower rates should be reached.

Reflecting cabinet tensions over how quickly the Chancellor should cut lending rates, Michael Heseltine, President of the Board of Trade, yesterday repeated his warnings of the dangers of a lower pound feeding through into higher inflation and undermining the competitive gains of the ERM withdrawal.

Politically, a bold reduction in base rates is seen as central to the Chancellor's hopes of using the Autumn Statement as a springboard for economic recovery and not another cause for deep gloom about the prospects for the economy. Ministers pressing Mr Lamont to abandon his previous cautious approach to cutting interest rates in half-point slices said that a big cut would make a lot of sense. They pointed out that long-term interest rates, reflecting market perceptions of trends, were already down to 6 per cent. One senior Tory said yesterday that the only way to restore confidence to the housing market was to get mortgage

rates down to a low level and to keep them there for a long time. Cheaper loans and mortgages are likely to be one of the few rays of light when Mr Lamont unveils his package of spending cuts. He has succeeded in persuading his cabinet colleagues to stick to the £244.5 billion ceiling set in the summer in spite of the costs in higher benefits generated by the length and depth of the recession.

Tory MPs, bruised and battered by the calamities of the last few weeks, are also looking forward to the recovery package that Mr Lamont will unveil alongside his autumn statement.

This will be designed to give a boost to the construction industry by allowing joint ventures in big capital projects with the private sector and by temporarily enabling local authorities to spend more of their receipts from council houses sales on renovating run-down property. He will also give industry a temporary boost by allowing them to offset more of their capital investment against tax. Business leaders believe that the government will introduce measures to improve the economy based largely on what companies have been seeking.

Business leaders have had

extensive contacts over recent weeks with John Major, the prime minister, and his most senior cabinet colleagues, and they are broadly satisfied with the content of the economic package to be introduced by Mr Lamont in his economic statement. But they are concerned that the government will be too restrictive over spending on training in the face of still-rapidly rising unemployment.

The key elements of the autumn statement are likely to be:

□ A pay ceiling of 0-1.5 per cent for groups such as council workers, teachers, nurses, social workers and doctors.

□ Cuts in planned expenditure on defence, health and education programmes.

□ Increases in social security benefits broadly in line with September's 3.6 per cent inflation rate.

□ A 3 per cent increase in the £40 billion local authority spending programme.

□ The £4.5 billion-a-year road building programme will be cut back, but not as sharply as John MacGregor, the transport secretary, had feared.

□ Gillian Shephard, employment secretary, has won a slight increase in her £2.7 billion job training budget.

Mr Lamont will not take the final decision until Thursday morning, after consulting the prime minister.

Letters and leading article, page 19  
CBI plan, page 44



Carey: battle to maintain unity

## Six votes hold key to women priests

By RUTH GLEDHILL  
RELIGION CORRESPONDENT

THE fate of the 1,300 women queuing to be priests in the Church of England depends on up to six undecided members of the general synod, it emerged last night. The vote is so finely balanced that the result will depend on the oratorical skills of the speakers on the day.

Leading church members believe a vote against would go against the mood of the country and the wishes of the church grass roots. In a letter to *The Times* today, 11 baronesses call for the synod to admit women. Virginia Bottomley, the Health Secretary, has pledged her support. Dr George Carey, the Archbishop of Canterbury, is in favour although he sees his primary task as maintaining unity.

The synod's waverers include some of the country's top legal and academic figures, who have been travelling the New Testament like a legal document. More than 1,000 priests, including three bishops, are threatening to resign if the church ordains women.

The last few months have seen a small swing in favour but the vote is so close that several synod members who are unwieldy or elderly will make a special effort to turn up. Officials are providing a bed for one member who will need to lie down during the debate, and first-aid officials will stand by.

More than 200 people have asked to speak on Wednesday, and the vote could be delayed until Thursday.

If the Priests (Ordination of Women) Measure is to succeed, all three synodal houses of bishops, clergy and laity must be at least two-thirds in favour.

Narrow vote, page 8  
Letters, page 19

## Defiant French praise Delors for Gatt stance

By CHARLES BREMNER AND GEORGE BROCK

WITH farmers on the war-path and its national pride inflamed, France will today defy the objections of its European Community partners and ask the European Commission to draw up a "hit list" of American products to be penalised if Washington goes ahead with trade sanctions against the EC next month.

Douglas Hurd, the foreign secretary, will today chair a meeting of his EC counterparts in Brussels to try to bring about a return to the General Agreement on Tariffs and Trade bargaining table. Frans Andriessen, the EC's external relations commissioner, who has taken over as the Community's Gatt negotiator after the resignation from that position of Ray MacSharry, the agriculture commissioner, said he remained optimistic. US-EC differences, although not insubstantial, could be bridged, he said. The Community would have to "give up a little more", provided the US was "somewhat more accommodating".

But Dominique Strauss-Kahn, the French industry and foreign trade minister, set out the defiant French position as anger across the French political spectrum against the Americans and the British blended with praise for the performance of Jacques Delors, the European Commission president. "If nothing has happened by December 5 France, followed by other European states, will demand sanctions against the US, against soy crops, for example," he said.

In London, Michael Heseltine gave a warning that "the clock is ticking and it is a very dangerous situation". Emphasising that any trade war would be a disaster, the President of the Board of Trade said the temperature must be cooled in the search for a solution in the wake of the breakdown of the Gatt trade talks last week.

He said the two sides were now very close, adding: "There is a deal that can be done. What we have to do is to do it." He said John Major was "doubling every effort to get these talks back on the road... I cannot think of any other world leader so much committed as John Major".

Mr Heseltine refused to repeat his view that M Delors had "divided loyalties" between Europe and France's farmers. "What we now want," he said, "is to cool the temperature, to get the dialogue going. There is nothing to be lost."

Continued on page 2, col 5

Complex conflict, page 15

## Amid new conflicts, Britain mourns the fallen

By JOHN YOUNG

NINETY-TWO years on into this bantered and bloody century, thousands of people gathered at the Cenotaph in London yesterday to salute comrades, friends and family fallen in the cause of a promised better world.

For all the solemn rituals of remembrance and the pealing of the bells of Westminster Abbey, it was impossible to forget that much of the world is today torn by new conflicts.

While former warriors marched proudly past the memorial, badges and medals glinting under the grey November skies, guns were rumbling once again across the Balkans. Seventy-five years after Passchendaele, 50 years after El Alamein, ten years after the Falklands, newspapers were carrying reports of British troops under fire.

There was a poignancy too in the sight of the three royal ladies on the Foreign Office balcony: the long-widowed Queen Mother, the divorced Princess Royal and the Princess of Wales, whose husband is in Hong Kong and whose marriage is the subject of endless speculation.

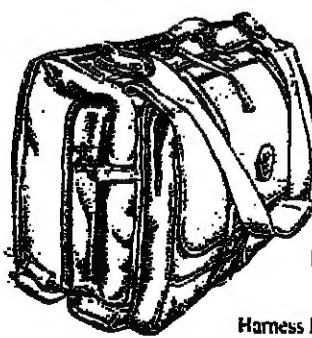
Detachments from the Royal Marines, the Royal Navy, the Royal Air Force, the Grenadier Guards and the Royal Horse Artillery flanked the Cenotaph as massed bands launched into *Rule Britannia* and *Men of Harlech*. As the veterans assembled, John Major, John Smith, Paddy Ashdown, Douglas Hurd and three former prime ministers, Sir Edward Heath, Lord Callaghan and Baroness Thatcher, took their positions.

Jim Allan, an El Alamein veteran, summed up the mood of the day: "The first world war was meant to be the war to end all wars, but we just don't seem to learn."

Royal couple's trips, page 3

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## British review strategy after exchange of fire with Serbs

FROM MICHAEL EVANS, DEFENCE CORRESPONDENT, IN VITEZ, BOSNIA

BRITISH commanders in Bosnia are urgently re-thinking their strategy after an exchange of fire between British forces ambushed by Serb irregulars on the road to Tuzla. The British troops fired 30 rounds from their SA80 rifles at unseen assailants using mortars and machine guns, but they had to turn back in their "soft-skinned" Land-Rovers, and such missions have been halted.

The Bosnian Serbs are thus the victors in this first encounter. Led by a ruthless and militant nationalist, they could now exploit this and move to cut off supply lines to the British base at Vitez.

The Land-Rovers — two from the Cheshire Regiment and two from 42 Field Squadron, Royal Engineers — came

under fire 20 miles south of Tuzla, between the villages of Ribnica and Predragici. Captain Mark Cooper, 24, of the 9th-12th Lancers, said: "The lads fired back, but you can't hit a target 200 yards away from a moving vehicle". Although the identity of the men behind the ambush, who fired up to 200 rounds from a 12.7mm heavy machine gun, small arms and light mortars, have not been confirmed, the Serbs are being blamed. The ambush was in a narrow valley controlled by the Serbs.

Brigadier Andrew Cummings, commander of British forces, praised the soldiers who returned fire. The group had left the Land-Rovers and gave covering fire as the vehicles were turned round. None of the soldiers was hurt, but shrapnel damaged one

Land-Rover and a bullet pierced the aluminium roof of another.

The brigadier said he would wait for the arrival of the Warrior, Scimitar and Scorpion armoured vehicles before launching further reconnaissance trips down that particular road to Tuzla. He said it would be pointless putting soldiers in Land-Rovers at risk. "We can do a better job when the armour arrives."

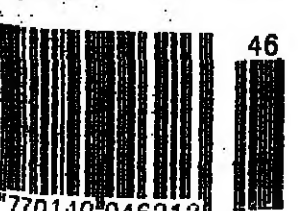
Further trips towards Tuzla, a key Muslim town, desperately needing humanitarian aid, will depend on negotiations with the local warlords to find a safer route. General Philippe Morillon, the French commander in charge of the UN forces in Bosnia, has

Continued on page 2, col 1

Serbs' round, page 14

INDEX	
Arts	35-37
Births, marriages, deaths	20, 21
Concise Crossword	44
Court and Social	20
Crossword	22
Education	39
Fashion	17
Focus	31-34
Leading articles	19
Letters	19
Women	16
Obituaries	21
Racing	29
Sport	23-29
Times Today	22
Weather	22
TV & radio	43

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مكتبة الأمل



# Major caught in crossfire of Tory civil war

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

JOHN Major was trapped between the Tory party's warring factions last night as he appeared to be backtracking on his promise to delay the key Commons vote on the Maastricht treaty bill until after Denmark's second referendum.

Leading rightwingers made clear that they would press this week for an early cabinet reshuffle aimed at stilling some of the pro-European voices and promoting free-marketters.

Leaders of the 92 group, which claims a membership of 110 Tory MPs, said they wanted Tony Newton and William Waldegrave to be dropped. Kenneth Clarke to be given a lower profile. Michael Howard to be made Chancellor and Tristan Garel-Jones, the Foreign Office minister responsible for Europe, to be given a sideways move. The group will press their claims at a private dinner with the prime minister on Thursday.

Leading Euro-sceptic MPs and ministers insisted that Mr Major should stick to the deal that narrowly saved him from defeat last week and postpone the third reading of the bill to the autumn if necessary to accommodate the Danes. If the government was worried about running out of time, it could extend the session.

One senior MP who backed the government in the vote warned Mr Major that he would again "tear the party apart" if he tried to bring the bill back before the Danes had given their verdict. Euro-sceptics said it was "foolish" of the government to be dragged into a public debate about parliamentary tactics and to start issuing ultimatums to the opponents of the treaty.

One senior Tory said: "We must get out of the habit of digging elephant traps for the

prime minister to fall into." However, the pro-Europeans made clear that they would wait for the Danes for no longer than until the early summer. Peter Temple-Morris, Tory MP for Leominster and leader of the left-wing Lollard grouping at Westminster, said that ministers could not delay until September or October.

"If we are indefinitely lurking behind the skirts of the Danes, if that is the extent of the concession that's been made, it really is too much for the victory that we had last week."

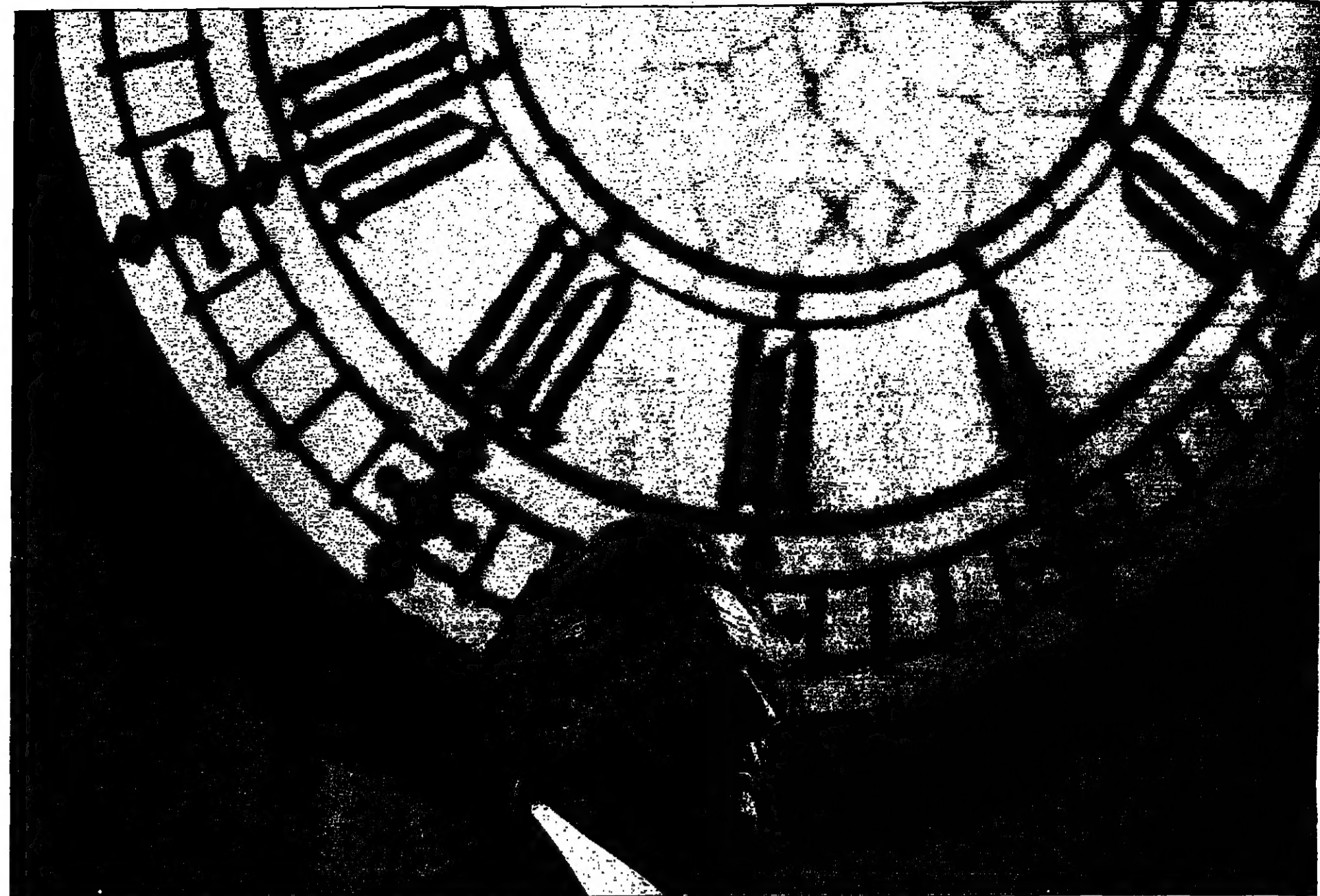
The Euro-sceptic backlash was fuelled by Malcolm Rifkind, the defence secretary, who confirmed late last week that the government was not making the timing of the third reading vote conditional on the second Danish referendum. "The two are not interdependent," he said on BBC Radio 4's *The World This Week*.

He added: "The prime minister indicated to the House of Commons last Thursday that the timetable for taking the bill through inevitably was a slow one. It's a complicated bill. It is important that there is proper debate."

"He indicated, which I think we already knew, that the Danish referendum is expected in May and therefore the third reading of our legislation will be thereafter."

The clear message from Mr Rifkind, later backed up by government officials, was that if the Danes do not hold their referendum until September or October, Britain will go ahead without them.

MPs in the 92 group are mentioning John Redwood, the local government minister, and Archie Hamilton, a defence minister, as possible cabinet replacements for



In the front line: Michael Heseltine appearing on yesterday's BBC TV programme *On the Record*, in which he said time was running out for Gatt. Report page 1

strongly pro-European ministers. They say they want the cabinet to be more representative of backbench opinion on other matters as well as Europe. Mr Garel-Jones is under fire for giving Mr Major the "dangerous advice" of staking his premiership on the outcome of last week's vote.

As *The Times* disclosed on Saturday, the pro-European wing of the party was dismayed by the concession to the rebels as it was first presented — apparently a clear promise to wait for the Danes — and planned a meeting next week to consider its response. But

the signs yesterday were that it is prepared to accept a limited wait. Mr Temple-Morris said that a delay to May or June was all right. "We don't miss out in Euro-terms and Europe will swallow that and we will keep up with the action. But to go indefinitely behind the Danes reduces the pressures on the Danes. It makes them much more significant than they are."

Mr Major's problem is that by his latest moves to appease the pro-Europeans he has fanned the flames of rebellion in the anti-Maastricht camp. One result, according to its

leaders yesterday, would be a more prolonged and bitterly fought committee stage through the winter with a greater risk of turmoil from backbenchers angry about other matters, such as pit closures and the council tax.

It was confirmed yesterday that two Euro-sceptic ministers were the architects of the concession that saved Mr Major from defeat. Edward Leigh and Neil Hamilton in the trade department told Michael Heseltine, the President of the Board of Trade, that the way to buy off the rebels was to promise to delay the third

reading until after the second Danish referendum. They and other junior ministers are expected to see Mr Major shortly to discuss ways of calming the party after the turmoil of the past few weeks.

The group of ministers is understood to believe that the prime minister must abandon confrontational tactics if he wants to restore party unity and ride out the inevitable storms of the winter.

One MP close to the group said: "Things will happen of their own accord. Over the winter there will be many unhappy moments on a variety

of issues. The prime minister should be in the business of fence-mending and making friends and influencing people. You don't do that by going back on agreements."

"It's foolish for the government to make commitments at this stage for seven months hence. They should keep quiet and allow these matters to be discussed behind closed doors to see if an understanding can be reached."

"It would be a great help if the likes of Malcolm Rifkind and Kenneth Clarke were to button their lips and let us sort things out behind the scenes."

## Partners dismayed by British vote delay

FROM GEORGE BROCK IN BRUSSELS AND MICHAEL BRYNEN

BRITISH ministers face fierce pressure from their EC partners today over the government's muddled messages to them about when the Maastricht treaty is due to be ratified by the Commons.

John Major's abrupt and ambiguous announcement that the third reading of the Maastricht Bill would not take place until at least May created confusion and consternation in the EC's 11 other capitals.

Mr Major is assumed by other governments to have tied British ratification to a second referendum in Denmark and, by doing so, to have created fresh delays and uncertainties for the treaty. An EC diplomat quoted yesterday by *Le Monde* described the delay as "a new act of perfidy by the British government at a difficult moment".

The Danish government said that no date had been set for a new referendum. May is the earliest date likely, and Denmark's prime minister, Poul Schlüter, has not ruled out waiting until the autumn.

French officials expressed irritation with Britain's delay, seen as further evidence of British trouble-making in the Community. France's European affairs minister, Elisabeth Guigou, said at the weekend: "We plan to ask the British where they stand at the foreign ministers' meeting. If they confirm they will delay long into 1993, we'll find that very worrying."

Other EC governments fret that Britain's shift will encourage the Danes to take a harder line in their attempts to rewrite the text. Spain's junior foreign minister, Carlos Westendorp, said: "Before there was one problem in reference to Denmark. Now there are two."

## UK troops fire back on Serbs

Continued from page 1

called for talks with local commanders to ensure that other UN vehicles are not fired on in the Tuzla area.

The shooting was one of a number of setbacks for the UN humanitarian effort in Bosnia. Fierce fighting yesterday between Croats and Serbs at Buna in southern Bosnia prevented ten UN trucks from using the main Mostar road to Sarajevo. Two convoys of UN lorries on either side of the Bosnian-Croatian border in the southwest were also blocked on Saturday night after a dispute between Croatian HVO soldiers and the border police.

Officials working with the United Nations High Commissioner for Refugees said about ten trucks heading for the besieged Bosnian capital were forced to turn back by heavy fighting at Buna, near Mostar, about 50 miles south-east of Sarajevo. It was the third setback to the UN aid effort in 24 hours.

In a further blow to the British, the arrival of the Warrior fighting vehicles has been delayed 48 hours because the vessel bringing them from Germany, the *Rosa Dan*, has been hit by bad weather.

The shooting on the road to Tuzla has focused minds on the possibility of British injuries or deaths at the hands of local gunmen more familiar with the terrain. In the event of British casualties, a field surgical hospital is fully operational at the British camp at Vitez, which is located in the town's primary school.

Serbs' round, page 14

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## Council tax to leave payers no more than £2 a week worse off

By OUR POLITICAL CORRESPONDENT

MOST losers from the switch from the poll tax to the council tax in April will be no more than £2 a week worse off under a deal to be unveiled by the government.

Michael Howard, the environment secretary, is understood to have persuaded Norman Lamont, the Chancellor, to make available several hundred million pounds to cushion the impact of the change in the financing of local government.

Details of the transitional relief scheme, central to the government's hopes of avoiding a public and political outcry over the new system, will be given on Thursday, when Mr Lamont makes his Autumn Statement to the Commons on the outcome of the public spending round.

Under the council tax, bills will be levied on the value of properties, which have been allocated to eight bands ranging from houses worth less than £40,000 (band A) to those worth over £320,000 (band H). The transitional relief scheme will also be tied to the bands so that the maximum increase a household faces is linked to the property value.

It is understood that the government has decided to limit the size of any increases to £2 a week for most payers of the new tax. Many two-person

households in small to modest properties will either gain or not lose from the abolition of the poll tax, but those who face higher bills will have some protection. People living in band C houses (£32,000 and £68,000) will not have to pay more than £2 a week extra if they are losers; people in band B (£40,000 to £52,000) will be given even more protection and people in band A will face the smallest increases if they suffer from the scrapping of the poll tax.

Sources said yesterday that two thirds of households lived in properties rated in bands A to C. The terms of the deal meant that the maximum extra would be £2 a week.

If a council fails to collect outstanding poll tax bills or defies Whitehall capping limits, the £2-a-week ceiling will no longer apply.

It is understood that Mr Howard has won a 3 per cent increase in overall council spending of about £40 billion a year. With the virtual freeze on pay for council workers and teachers, he believes that local authorities will have enough leeway to avoid dismissing staff and to maintain services. Many Labour authorities and some Tory ones are likely to challenge that view.



Howard: won increase in council spending

## Delors is praised for Gatt stance

Continued from page 1

to be gained by anybody trying to exacerbate the situation."

President Mitterrand of France would prefer to avoid a Community battle, especially since his close ally, Helmut Kohl, the German chancellor, is losing patience. But his room for manoeuvre is small. France's farmers made clear yesterday that there would be a violent reaction to any whiff of concession over agriculture in the Gatt talks. "If the Americans want war, they had better know we are better armed than they are. If they don't want our white wine, then we'll give them back their Coca-Cola," said Philippe Arnaud, the leader of Rural Co-ordination, the organisation which caused so much disruption around the country in protests against reforms to the common agricultural policy earlier this year.

The farmers' action against Euro Disneyland last July would be a picnic in comparison with the next offensive, an official of the organisation said.

Luc Guyau, president of the FNSEA, the traditional farmers' union, said: "If the politicians fail, we will simply take their place and fight instead of them."

Complex conflict, page 15

## Patten acts to end opt-out harassment

By MATTHEW D'ANCONA

JOHN Patten, the education secretary, is to step up his campaign to stop local education authorities (LEAs) intimidating schools that want to opt out of council control.

Mr Patten, whose education bill reaches its second reading in the Commons today, wrote to 108 local education officers last week warning that he would take strong action against local authorities that "intimidated or harassed" schools seeking grant-maintained status. Ministers are expected to issue more detailed guidelines this week, after allegations that Merton council used underhand tactics to stop John Major's old school, Rutlish High in Wimbledon, opting out.

More than 60 per cent of the school's parents voted on Friday against an application for grant-maintained status. Bob Balchin, chairman of the Grant-Maintained Schools Foundation, alleged yesterday the council had put pressure on parents, saying the school would lose £80,000 if it opted out.

"In fact it would have gained several hundred pounds," said Mr Balchin. Both Conservative and Labour authorities were threatening free choice by inundating parents with misleading booklets and letters, he said.

Martin Rogers, co-ordina-

tor of Local Schools Information (LSI), the local authority-funded advisory group, said such allegations caricatured efforts by councils to explain the financial consequences of opting out. "Merton simply told parents that the school would lose £80,000 under a common funding formula using the standard spending assessment. They might gain money if they were grant-maintained now, but it's quite clear there will be less money next year."

Measures to limit local authority spending on campaigns against opting out are included in the education bill, the longest in parliamentary history, which is intended to coax most secondary schools into the grant-maintained sector by 1996. However, a local authority analysis published today says the government's target is over-optimistic.

Eighty-five per cent of the 380 English secondary schools that have voted to opt out are concentrated in 36 council areas, with 62 per cent clustered in a mere 17 local authorities, according to the study. There have been no parental ballots in 26 LEAs. The study concludes that "there is no realistic prospect of even half of all secondary schools opting out by 1996".

Education Times, page 39

## Car sales map out impact of recession

By KEVIN EASON, MOTORING CORRESPONDENT

AN ANALYSIS of new car registration figures shows how the recession is biting deeply into the Home Counties and South East, with sales plummeting in the traditionally prosperous heartlands of the Conservative party while they remain buoyant in the North.

The figures, to be published later today, show that sales in Cambridgeshire — the county of John Major's Huntingdon constituency — fell by 10.9 per cent between January and September. Only East Sussex, where sales dropped 15.4 per cent and the Isle of Wight, down 14.8 per cent, fared worse.

Car sales are regarded as one of the most important barometers of economic health, showing the pattern of consumer spending around the country.

The figures will make depressing reading for ministers, while motor manufacturers and dealers are now faced with the reality of a clear North-South split in the economy, which will determine long-term investment decisions.

Neil Marshall, chief economist at the

Retail Motor Industry Federation, said last night: "People making decisions on where to take their retail business will see that past policies of concentrating everything in the South Eastern basket will have to change and that the North is surviving much better."

Sales in the North were up, although by just 0.3 per cent, while the South East showed the biggest regional fall of 5.3 per cent next to East Anglia, which was down 8.4 per cent.

Within those regional tallies to be issued by the federation, which represents 12,000 garages, are county-by-county totals that show where the suffering is worst.

Sales fell in Kent by 10.2 per cent, Devonshire 10.1 per cent, West Sussex 9.4 per cent, Gloucestershire 9.3 per cent, Dorset 9.2 per cent, Suffolk 9 per cent, Greater London 8.3 per cent, Hampshire 7.5 per cent, Surrey 5.7 per cent and Buckinghamshire 7.2 per cent.

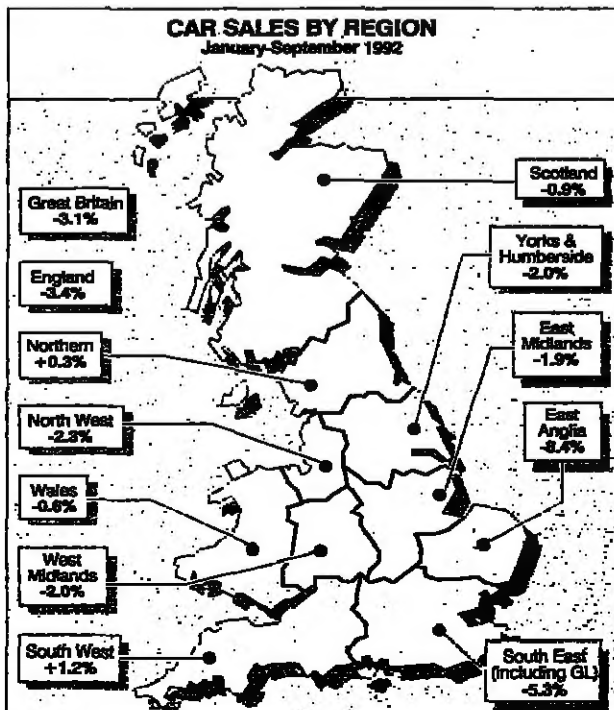
By contrast, sales in Northumberland were up by 4.0 per cent and in Tynes &

Wear by 4.3 per cent. The biggest increases were in Wiltshire, with 18.6 per cent, Berkshire (12.7 per cent) and Hertfordshire (6.8 per cent), although the federation warns that these figures may have been distorted by large companies placing big fleet orders.

Even though there was an upturn in sales during October, motor manufacturers still do not expect to see an end to the recession until well into next year. Sales this year are expected to total 1.55 million — fewer than 1991's 1.59 million and the lowest total for ten years.

Ford is ready to order hundreds of compulsory redundancies among its 10,000 production workers. The company also wants to cut lay-off pay by 40 per cent.

The company is expected to meet unions today to offer to drop job cuts in exchange for a pay freeze for hourly-paid workers until May. But unions are likely to press for the 5 per cent increase due this month, forcing the company to go ahead with its redundancy programme.



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US police are hunting the shadowy British businessman, but some fear Arab hitmen are to blame

## Waite 'agent' named as prime suspect in family death riddle

By LIN JENKINS AND WILLIAM CASH IN SAN DIEGO

IAN Spiro, the British businessman who was involved with Western intelligence agencies and with Terry Waite's mission to secure the release of hostages in the Lebanon, was yesterday named as the prime suspect in the murder of his wife and three children in California.

Detectives investigating the shootings said that after a thorough examination of the house they were anxious to talk to Mr Spiro. However, they said it was too early to rule out the possibility that the crime was linked to his activities in the past, with the family falling victim to an Arab hit-squad.

His family in Britain is convinced the killings are linked to publicity surrounding his activities in the Middle East. A friend of the family said some relatives were worried about their own safety and did not believe he could have been responsible for the murders.

A spokesman for the San Diego county sheriff's department said: "He is wanted for murder. He is armed and dangerous." An alert was placed on all airports. His passport was missing from the rented \$50,000 house in Rancho Santa Fe, as was his car, details of which have been circulated throughout the country.

The police said it was too early to dismiss the theory that he has been kidnapped by the killers, although there was no sign of a forced entry at the house.

The bodies of his second wife Gail, 40, and children Sara, 16, Adam, 14, and Deana, 11, were discovered in different rooms, each in night clothes with a single shot in the back of the head, after a neighbour went to the house believing something to be wrong.

The family dog had not been fed and had barked endlessly from beside the pool, and one of the girls had

failed to turn up for a riding lesson. The children had not been to school for a week and the maid had been told to take time off. The neighbour alerted the police after seeing the body of one of the children through a window of the single-story home.

Terry Waite yesterday declined to confirm or deny that he had met Mr Spiro and said that speculation about the events put other people at risk.

Mr Waite, in a statement to the Associated Press prompted by press enquiries following the death of the Spiro family and disappearance of Mr Spiro, expressed sympathy to the family for their "appalling loss".

He said he had contact with hundreds of people prior to his first face-to-face meeting with the kidnappers in Beirut before he was captured in January 1987. "Many contacts preferred to remain anonymous. Most adopted a false identity. Some were helpful. The vast majority

were not. Even if I could identify these contacts I would not be aware of the obvious danger. The only contacts which proved valuable were my direct contacts with the kidnappers themselves and these eventually collapsed because of the political complexities within the situation. I should add that the identities of the kidnappers of the hostages in Lebanon remain unknown to me.

"Because of the volatile complexity of the situation it is

hardly surprising that rumours continue to circulate regarding individuals who were alleged to be connected with the hostages. The situation was and continues to be highly dangerous: half-informed speculation can only increase the danger for others."

Mr Spiro's first wife Jenny, 22, and Gina, 20, who live in north London, said in a statement that since the separation in 1974 and divorce four years later, contact had been "limited, brief and recent". They went on to say: "The family have no idea as to Mr Spiro's activities or what he has been doing."

The Spiro family moved to California 18 months ago after a brief spell in Europe and following years in the Middle East. Friends believed Mr Spiro, 46, was an international commodities dealer working from home. The house was the scene of several flamboyant parties, and he was regarded by locals as a shadowy playboy figure whose business activities were unclear.

A British-born Jew, he made and lost a fortune in property during the early seventies before leaving the country. His debts, his first wife and their two daughters. By 1978 he had made a new life for himself in Beirut and married his second wife, who worked as a nurse at the American University Hospital.

The family left for Europe in 1988 and spent a few months living in England in Rake Manor, a 16th-century home of his cousin in Milford, near Godalming, Surrey, where neighbours believed he was a successful international businessman.

A spokesman for the Foreign Office said the consulate in Los Angeles was liaising with local police to keep abreast of developments in the enquiry.



Family man. Ian Spiro with his second wife Gail, who was found shot dead after neighbours alerted police



Murder house: the Spiros moved to their luxury rented home in Rancho Santa Fe 18 months ago

## Surviving daughter queries role of book

SAMANTHA, the Spiro daughter from his first marriage, believes the story of her father's second family might be linked to allegations of his dealings in the shadowy world of Middle East intelligence (Lin Jenkins writes).

In the past few weeks she has asked her several times on the telephone to her London home to see her father. She said she was a book of the journalist, Ian Coughlin, to see what it said about Mr Spiro's role in the Waite mission to free hostages in Lebanon. On Friday, after she learnt of the tragedy, she told him she was not sure she could have provided such information.

Spiro's involvement with the intelligence community had already been made public by the release of Colonel Oliver North's diaries, which had been seized by the US and were disclosed in the United States.

She said he was never a full-time agent. Spiro's daughter, 22, said she was not in the army work, which was in the intelligence services. He made widely in all sorts of communications, including at one time arms.

He showed many contacts to believe he was "free and forced" friendships with leading members of Lebanon's Shia Muslim community. His contribution to Waite's mission to secure the release of hostages is detailed in Coughlin's book.

Spiro also used the alias John Smith in his dealings with Waite, introduced him to Dr Adnan Mroue, a consultant gynaecologist at the American University Hospital in Beirut, who knew Spiro's wife, a nurse.

It was from the waiting room of Dr Mroue's surgery that the special envoy was himself kidnapped in January 1987. By then Western intelligence agencies had already severed their links with Spiro following the disclosure of North's arms-for-hostages deals in 1986.

## Change of Heritage focus urged

By JOHN YOUNG

English Heritage should be stripped of its regulatory and advisory functions and given the sole task of looking after the historic buildings and ancient monuments in its care, the conservation group Save Britain's Heritage said yesterday.

It wants responsibility for advising the government on heritage matters, protecting and listing historic buildings and making grants to private owners to be transferred to the new national heritage department.

Since English Heritage was established in 1984, a steadily increasing proportion of its budget has been taken up by the cost of looking after its own monuments, it says. At the same time grants to other owners of historic buildings have been reduced from more than £3 million in 1988-9 to about £1.4 million in 1991-2.

Responding to English Heritage's new strategy, which envisages giving up control of up to 200 properties, the group says the organisation should not be inhibited from taking on new properties and should have freedom to allocate funds as it sees fit.

Letters, page 19

## Palace expected to reduce royal couple's forays abroad

By ALAN HAMILTON

FIRST there will be the post-mortem examination, then the calculation of future risk. Staff at St James's Palace who meet later this month to plan the Prince and Princess of Wales's engagements for next year will be obliged to ponder whether any future joint forays might bring a public relations fiasco similar to the one which blighted last week's visit to Korea.

What should have been an important promotional exercise for British exports and investment became, in the British press at least, merely an exposure of the myth that the prince and princess remain married in anything but name.

British tabloid reporters went in search of what they had been led to believe was a reconciliation: instead, for the first time, palace officials dropped hints to journalists covering the tour that all was not well with the couple's private life.

Although some pictures of a plainly unhappy pair published in British tabloids were taken during a visit to a war memorial when smiling would have been inappropriate, reporters who covered the visit said the prince and princess were obviously ill at ease with each other for every

■ Amid increasing speculation about the state of the marriage of the Prince and Princess of Wales, the likelihood is that they will spend more time apart

moment they were together and shone only when they were on separate engagements.

On her return to London on Friday the princess, in a highly unusual move, felt obliged to issue a statement denying reports that she had gone to Korea against her will and on the express orders of the Queen, and that she had had an acrimonious correspondence with the Duke of Edinburgh.

The Queen's own hand may be detected behind the statement: impugning the monarch in any way, even by members of her own family, is regarded as entirely unacceptable.

Next Friday the princess will travel alone for a short visit to France, missing her husband's forty-fourth birthday the next day. Since the heady early days of their marriage, when one of her first official visits involved 17 days' leisurely coasting through Italy, their foreign tours have become shorter and sharper and have increasingly involved the couple in separate pro-

grammes. More recently the princess has undertaken several successful tours on her own, including visits to Pakistan and Egypt.

Palace officials still decline to discuss the couple's future plans, either public or domestic, but it is likely that the number of their joint appearances abroad will be reduced.

The Korean experience serves only to underline a state of affairs that has existed for some time. The prince and princess lead virtually separate lives, he at Highgrove and she at Kensington Palace.

Rumours that they might decide on a more formal separation remain unsubstantiated. At the moment they and their staff are considering one, or at most two, joint overseas visits next year, with a tour of New Zealand considered a priority. But there will be no biting among the staff, concerned that a repeat of the disaffection the couple clearly displayed towards each other in Seoul will become an embarrassment to the extent that foreign hosts will no longer invite them as a pair.

## Toddlers build new world of learning

By NIGEL HAWKES  
SCIENCE EDITOR

PSYCHOLOGISTS have used a computer to teach three-year-old children to build pyramids out of bricks. The results, say the researchers at Nottingham University, prove the value of computers in education and training, and disprove the belief that toddlers are too young to learn this type of construction skill.

The children were given 21 square wooden blocks of different sizes and asked to build a pyramid. Left to their own devices, the three-year-olds never succeeded, but when taught either by a researcher using the right teaching method, or by the computer simulating that style, they were successful.

The key, said Professor David Wood

of the university's Centre for Research in Development, Instruction and Training, was the teaching method. When a parent or teacher talked to a child about the problem, or did it himself in the hope the child would copy, little progress was made. "The best approach is to teach contingently, which means adjusting the help given to the child's level. If a child gets into trouble, extra help is given; if the child is succeeding, less help is given."

The principles are to be used to create a new generation of computer tutoring systems, able to teach algebra to 12-year-olds and arithmetic to seven- and eight-year-olds. Professor Wood said the pyramid-building problem was chosen partly because the theories of Jean Piaget, the educational psychologist, had indicated it was beyond the

capacity of three-year-olds. However, children taught contingently "massively" out-performed those taught in other ways.

The computer system, linked to a screen, makes suggestions such as "get the four biggest pieces first". When a child makes a mistake, it goes back a stage. While this may sound obvious, Professor Wood said real-life teachers rarely do it right. "Typically they either talk too much, fail to observe or listen carefully to the learner, offer too little assistance, or maintain instruction at the same level when a learner faces difficulty."

He believes the program illustrates principles that could transform much education and training.

Education Times, page 39

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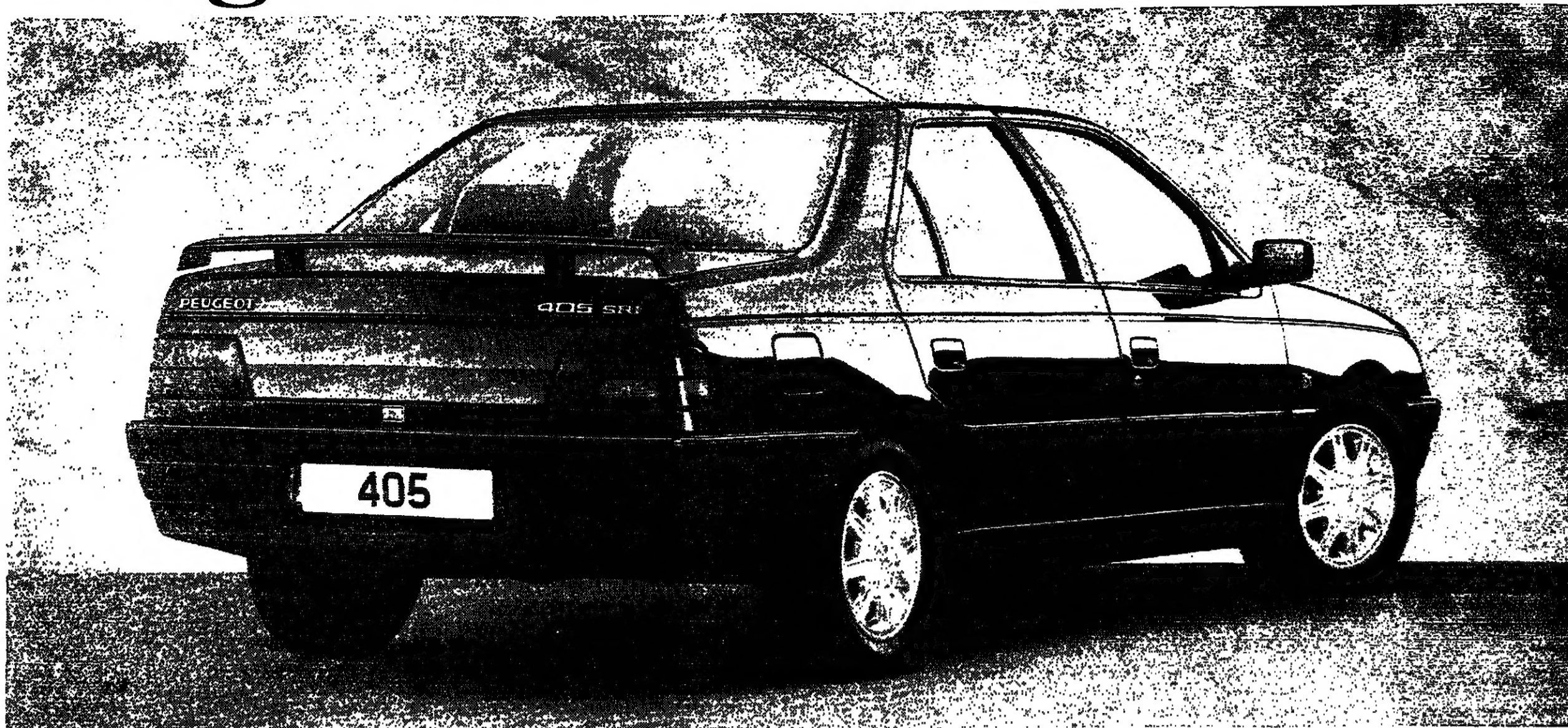
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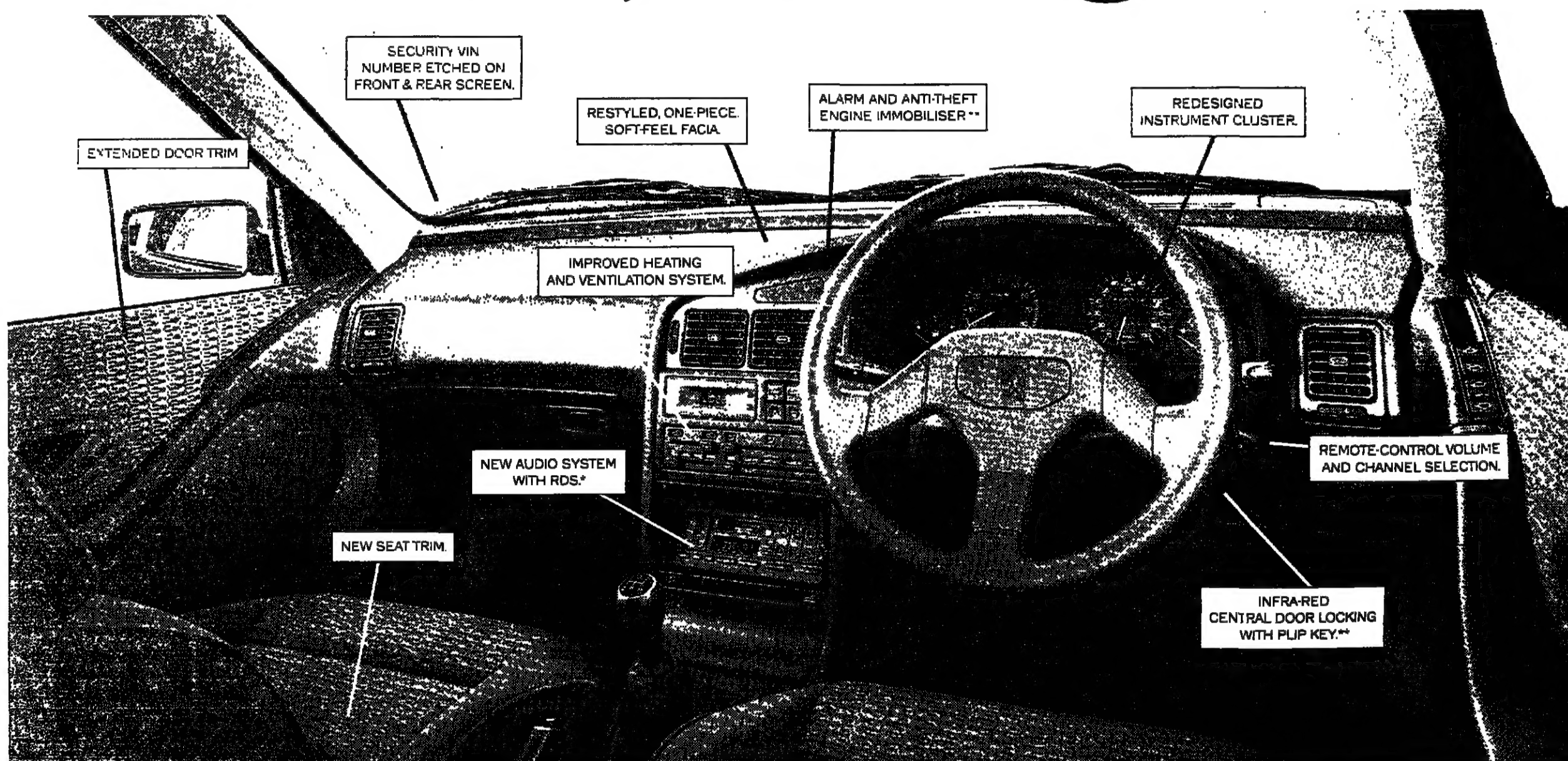
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# To outsiders, the new Peugeot 405 has changed little.



## To insiders, it's changed a lot.



Given the performance of the new Peugeot 405, it is understandable that the casual observer might not notice the improvements to the exterior.

After all, it is difficult to appreciate the new rear styling and the lower boot sill (for easier loading) when the car is disappearing into the distance.

Those inside, however, will find the new 405 radically different.

The interior and facia have been completely redesigned, as you can see above. (If we had listed all the refinements in full, you wouldn't see the car for captions.)

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# Major to raise Ulster issues with Bill Clinton

By EDWARD GORMAN, IRELAND CORRESPONDENT

THE sharply critical views of America's president-elect, Bill Clinton, on British rule in Northern Ireland are likely to be raised by John Major when the two leaders meet for the first time since the American election at an EC-US summit next month.

A Downing Street spokesman said yesterday the prime minister would explain Britain's commitment to establishing a new provincial government in Ulster through the talks process and his desire to see "the terrible situation there sorted out."

"We will be very happy to explain all our policies on Northern Ireland without fear or favour and in good spirit," the spokesman said. However, he thought it was premature to suggest Anglo-American relations could be soured by Mr Clinton's views on Ireland.

## US Irish expect new influence

FROM JAMES BONE IN NEW YORK

BILL Clinton's election has given America's Irish lobby hope that the new administration will place peace in Northern Ireland high on its foreign agenda.

Nosey Flynn, a columnist for the *Irish People*, said that Clinton's victory meant the end of "the long exile of supporters of Irish freedom from the centre of political power."

The president-elect has reason to be grateful to Irish-Americans. Exit polls show that he regained most of the Catholic vote that went Republican in the past three presidential elections, winning 44 per cent of the Irish American, Italian American and Hispanic votes, to George Bush's 36 per cent.

Mr Clinton pledged to appoint a peace envoy for Northern Ireland, suggesting that Boston's mayor, Raymond Flynn, would be suitable. He expressed support for the MacBride principles, adopted in 24 American states, linking trade to freedom from religious discrimination in Ulster.

His comments follow increasing concern among some backbenchers and in the Foreign Office over the implications of a letter sent by Mr Clinton to Bruce Morrison, a former congressman who chaired "Irish Americans for Clinton-Gore" during the election.

In the letter, Mr Clinton says he and Al Gore share the goal of all Irish Americans for peace in Northern Ireland and believe American foreign policy must reflect this more effectively in future, possibly through the appointment of a "peace envoy."

The letter attacks Britain for not doing enough to end job discrimination against Roman Catholics, and Mr Clinton makes clear his full support for the MacBride principles, which are vigorously opposed by Britain and which force American firms in Northern Ireland to adopt stringent anti-discrimination measures.

The letter goes on: "We also believe that the British government must establish more effective safeguards against the wanton use of lethal force and against further collusion between the security forces and Protestant para-military groups."

The Northern Ireland Office is playing down the significance of the two-week-old letter, believing it to be more to do with securing the support of the 43 million-strong Irish American electorate than foreshadowing a more aggressive stance on Northern Ireland.

It was being pointed out that after the past two years the political temperature of the Irish American lobby has cooled considerably, with suspicious criticism of the British administration in Ulster being replaced by a more constructive attitude and concern for the success of the peace talks.

The Northern Ireland Office believes the government is slowly winning the battle to convince Washington that the anti-discrimination legislation put in place in 1990 through the fair employment commission is a better way to tackle the problem than the MacBride approach.

## Pavement crash kills two girls

By ADAM FRISCO

A MOTHER saw her young daughter hit by a car at the weekend as she skipped along a pavement. The girl, Deanne Harlow, 7, died later in hospital. A friend with her, Nadine Groom, 8, was killed instantly.

Nadine's mother, Geraldine Groom, 28, of Darlaston, West Midlands, was told of her daughter's death by Deanne's mother, Sharon, over a motorist's mobile telephone. She said: "Sharon was hysterical and she was screaming down the phone. 'Our girls are dead, our girls are dead.' I couldn't believe it. Nadine used to stay overnight at Deanne's house quite often and they were on their way there at the time, skipping and laughing a few yards in front of Sharon and her boy friend."

Police said that a man aged 20 had been charged in connection with the deaths. He will appear before Walsall magistrates today on two charges of causing death by dangerous driving and other motoring offences.



Nadine Groom: knocked down on her way to stay with a friend, who also died

## Mother, 30, beaten to death by gang

By OUR IRELAND CORRESPONDENT

POLICE are hunting a gang of up to ten men who battered the 30-year-old mother of three young children to death in her Belfast flat, apparently because of noise and disturbances that angered neighbours.

The attack may have been the work of a Loyalist paramilitary punishment squad. Some of the men wielding pick-axe handles and baseball bats sat on the victim while others beat her repeatedly on the head. She is thought to have died almost immediately.

Three men who were in the flat at the time of the murder on Saturday night were also beaten but none was seriously hurt. The first-floor flat was extensively damaged by the gang.

Police said the woman was Donna Elizabeth Wilson, a divorcee who lived in Annadale, south Belfast. A spokesman said the motive was not thought to be sectarian.

Ms Wilson is believed to have been threatened several times by local vigilantes because of disturbances at her flat, including fights and an incident in which a television was thrown out of a window.

Police had been called several times. It is believed Ms Wilson was about to be moved to alternative accommodation by Ulster's housing executive, a course of action open to residents threatened by paramilitary groups.

The murder was condemned by Nancy Grady, chairwoman of Families Against Intimidation and Terror, a pressure group committed to ridding the community of violent paramilitary groups. "These people are animals," she said. "I would appeal to the people of Annadale to stand together against them."

The murder was the second in the area in two days. At lunchtime on Friday Michael Gilbride, a Catholic father of three, was shot dead by the Ulster Freedom Fighters, who claimed he was a Republican activist. This was denied by Sinn Féin, the political wing of the IRA.

Two men were recovering in hospital in Belfast after being shot in the Loyalist Shankill Road area on Saturday night. Aged 21 and 25, they were each injured in both legs in what appears to have been another Loyalist paramilitary attack.

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## Woman questioned over family deaths

A woman, 21, was being questioned by police last night after three generations of a family were found stabbed to death in a blazing house. A grandmother, her daughter and grandson had been stabbed a total of 73 times in what detectives described as a "frenzied" attack at the family home in Smeethwick, Birmingham, on Saturday night. The bodies of Mrs Gurnel Bahia, 60, Mrs Sumner Dhandwar, 28, and Avtar Dhandwar, four, were discovered by firemen after neighbours raised the alarm.

Mrs Dhandwar's husband, Parminder, 28, a market trader, had been working away and was informed of the deaths yesterday. Police said the woman being questioned was a member of the victims' family. They had not yet established a motive, but said it appeared three fires had been set to cover up the murders.

## Thousands at pit demo

Thousands of people marched through Nottingham city centre yesterday to hear speakers call for action against pit closures. Among those addressing the crowd in Market Square were Roy Lynk, president of the Union of Democratic Mineworkers, Labour MP Paddy Tipping, and the Right Rev Patrick Harris, Bishop of Southwell, Nottinghamshire. Mr Lynk, who will give evidence to a Commons select committee this week, told the crowd: "Together we can win this fight." Mr Harris called on the government to show courage and admit it was wrong.

## Marquess in drug talk



The Marquess of Blandford, left, spoke frankly of his slide into heroin addiction in an interview broadcast today on Channel 4's *The Big Breakfast*. Jamie Blandford, the next Duke of Marlborough, said he could not be disinterested from Blenheim Palace and told the presenter, Paula Yates, how he had used the drug to overcome the "hurt and pain" of his shattered love life.

## Crowther conscious

The television presenter Leslie Crowther, who suffered severe head injuries in a motorway crash five weeks ago, has regained full consciousness and can write his name. It was disclosed yesterday. The game show host, famous for his "Come on Down" catchphrase, was said to be "close to death" after the crash five weeks ago. Mr Crowther, 59, has not yet spoken and medical experts fear his distinctive voice may never be the same again following a tracheotomy, one of the operations that saved his life.

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17-18-19... A G. O'Neill  
18-19-20... A G. O'Neill

### ES CHASE

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10-12... J P. O'Neill  
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Mr A. McPherson  
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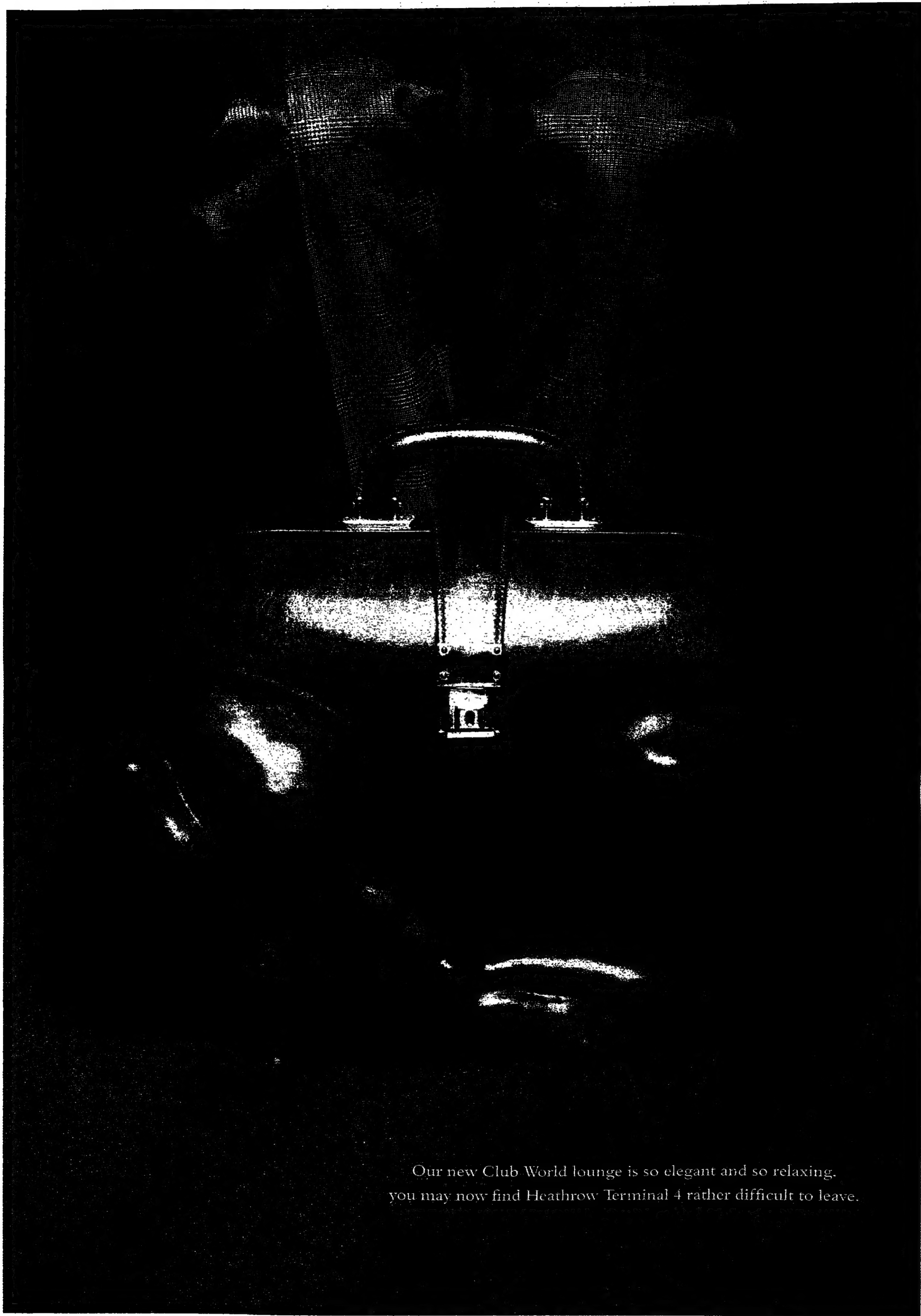
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# Britain prepares for free-for-all when customs barriers fall

MICHAEL DINES  
TRANSPORT CORRESPONDENT

UNLIMITED amounts of alcohol, tobacco, and any other goods can be brought to Britain from the European Community from midnight on December 31, so long as the bearer can convince customs officials that they are for personal consumption.

The advent of the single European market will have effectively transformed Kipling's smugglers "Brandy for the Parson, 'baccy for the Clerk" into an unrestricted free-for-all where foreign duty-paid goods will become the legitimate booty of international travel.

While Customs and Excise has published tables indicating the quantity of duty-paid goods that can be brought into Britain, these are known as minimum indicative levels and have no legal force. There is nothing to stop someone hiring a juggernaut, filling it with thousands of cases of Moët & Chandon, and driving it home.

Under the new national duty-paid limits, travellers will be able to bring into Britain 90 litres of wine (about ten cases), 110 litres of beer, 10 litres of spirits, 800 cigarettes and as much perfume, camera equipment, gifts and souvenirs as they can carry. In contrast to duty-free allowances, next year's duty-paid allowances will be cumulative.

These national limits have been drawn up simply for the administrative convenience of customs officials and are not legally binding. When pressed, customs officers concede that anyone coming into Britain will be able to bring back even a thousand times the amounts specified so long as there is no reason to suspect

## Visits to the local off-licence and tobacconist could soon be replaced by bulk purchases from the Continent

that the goods will be re-sold. Moreover, because of last year's agreement between EC finance ministers to retain duty-free goods until 1999, travellers will be able to load up with duty-paid goods from French or Belgian supermarkets, then buy duty-free allowances as well. At present, duty-free and duty-paid goods are linked, so that more of one means a smaller allowance of the other.

Traditional red and green channels at air and sea ports will give way to the new so-called "red pinch points", designed to replace existing checkpoints with a less obtrusive and more flexible system for monitoring the flow of goods across internal frontiers. Streamlined monitoring procedures will, however, mean an increased reliance on intelligence-based searches and seizures.

The distinction between commercial and personal acquisition of duty-paid goods will be enforced by a team of "excise verification personnel", whose ranks have just been increased by 120 officers in anticipation of 1993. Their main task will be to check tobacco and alcohol wholesalers and retailers, mostly in London and the South East, to ensure that the appropriate excise duties are not being evaded.

Cross-Channel passengers trying to exploit the impending, duty-paid bonanza for their own financial gain could also find themselves under investigation by excise officials. Although there will be no

legally binding limit on the amount of alcohol and tobacco brought into Britain, explanations will be needed for anything over the national limit. "We would be very interested in prosecuting anyone bringing duty-paid goods into Britain for resale," one customs official said.

Britain's tobacco and alcohol industries have put considerable pressure on the government to eliminate the disparity between UK and French excise duties.

Some officials fear that the new regime could result in a significant loss of tax income from duties that earn £5.3 billion a year on alcohol and £5.6 billion a year on tobacco. Ministers insist, however, that the onus is on the French to raise their duties in line with those in Britain.



Scaled-down: Harvey Cammell of Phillips prepares miniature furniture for sale in Bond Street, London, on November 24. Estimates range from £200 to £5,000

## EC puts brakes on motor cycle revival

By KEVIN EASON, MOTORING CORRESPONDENT

BRITAIN'S reviving motor cycle manufacturers are ready to launch machines in the knowledge that their investment plans may be scuppered by laws proposed by the European Commission.

Norton and Triumph are developing high-performance bikes to re-establish Britain's position as a premier manufacturer after years of domination by the Japanese.

But the bikes would fall foul of laws being demanded by the Commission to reduce accidents that would limit motor cycles to 100 brake horsepower.

Last night the EC's plans were described as "unfair" by both companies. They warned that the regulation could be the first step towards Europe seeking further limits that may damage their recovery plans.

Steven Winters, UK sales manager for Triumph, warned: "We are very worried about the ratchet effect with the EC perhaps not stopping at 100bhp."

"Motor cycle manufacturers have been selected unfairly. Nobody has called for the limitation of power on cars, yet we have the Jaguar XJ220 on

sale which is capable of more than 200mph."

Triumph will launch its £8,000 Daytona 1200 with 140bhp at the International Motor Cycle Show at the National Exhibition Centre, Birmingham, next week. Norton is launching the F2, an £8,500 motor cycle that has 95bhp but is designed to be the forerunner of a more powerful bike.

Both firms almost failed in the 1970s but have mounted vigorous recoveries and their powerful sports and touring motor cycles are attracting sales that would once have gone to Japanese machines. Triumph will make about 5,000 bikes this year and Norton about 500.

The Motor Cycle Association of Great Britain said last night: "Riders of high performance machines are experienced riders who know the risks. Studies show that car drivers are at fault in three out of four accidents involving motor cycles. Limiting power will not cut accident rates."

British MEPs have fiercely opposed the proposals. The regulations have been sent back for further consideration by the European Parliament.

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<b>MISCELLANEOUS</b>			
Perfume or Toilet water	300g/ml 375g/ml	50g/ml 250g/ml	no limit no limit
All other goods including gifts and souvenirs			

## Big companies give banks a poor rating

By TONY DAWKINS

THE high street banks, already facing criticism for taking a tough line with struggling small businesses, come under attack today from big companies for lacking professionalism and making too many account mistakes.

A Gallup survey of top executives in medium and large companies found that only one in 12 believed the banks provided the best professional help of all advisers. Nearly half complained of mistakes and overcharging in the past two years.

The findings follow evidence from pressure groups and accountants that further moves by the Chancellor to help businesses by cutting interest rates will be frustrated by the banks' use of fixed minimum lending rates.

In the survey, conducted in September for Eversheds, the national law firm, Gallup asked the managing director or finance director of 200 companies how they rated their banks, accountants and solicitors. Only 12 per cent believed they provided the best professional help, with 47 per cent in favour of accountants and 36 per cent opting for solicitors.

They were asked to assess various aspects of the service they received and judged the banks worst in all of them. The banks were rated lower

on personal relationships and did particularly badly in providing "value for money". Nearly half the executives interviewed complained that they had experienced misleading and overcharging by the banks in the past two years, while one in three said that the person handling the business at the bank was often new and inexperienced. Two out of five of those who had experienced problems said they had seriously considered changing their bank.

Other surveys, released over the weekend, fuelled criticism of the clearing banks' treatment of firms. One study of major banks and building societies showed they had cut interest rates on overdrafts by only a small amount since January 1990, although the base rate has almost halved. The base rate has come down from 15 to 8 per cent, while the average rate agreed on overdrafts has dropped by only 2.2 percentage points.

A spokesman for Barclays said yesterday that small business investors had to be protected as much as the borrowers they outnumbered.

He said the Gallup survey was based on a small sample and the bank's own surveys showed between 75 and 85 per cent of business customers rated the service as good or excellent.

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As both sides in the clerical sex war claim victory on Wednesday, women are changing their dress code

## Narrow vote could leave church in chaos

By Ruth Gledhill, Religion Correspondent

OPponents of women priests claimed last night that insufficient General Synod members have changed their minds to guarantee a victory for the pro-women lobby in Wednesday's vote.

However, in resisting women priests, the synod appears increasingly out of touch with the mood of the whole church, according to a survey published yesterday, which found a majority of Anglican churchgoers would vote in favour of ordaining women.

A narrow win or loss by one or two votes appears more likely as the vote approaches. Serious divisions and even schism seem inevitable as the Church of England approaches its most serious decision since the Reformation.

Such a result would leave the church with large numbers of alienated and disaffected clergy and laity. There could be illegal ordinations to the priesthood, illegal acts of worship and a mass exodus of women and their supporters. Some MPs are considering a bill to force the church to ordain women.

The synod declared in 1975 that there were "no fundamental objections" to women priests. A failure means the issue might not come to another decisive vote until the turn of the century, leaving the church embroiled in internal division. The prospects are almost as bleak if women are successful.

If the legislation survives its subsequent passage through

Parliament and the ecclesiastical committee, which vets synod legislation and on which traditionalists are strongly represented, as many as 1,000 priests are expected to leave after it receives Royal Assent, probably in 1994. Under the proposed financial provisions, this would cost the church a minimum of £11 million per 100 defectors.

The Rev Peter Geldard, chairman of the synod's traditionalist Catholic group, said: "It is so close that speeches on the day could be crucial. But I have no evidence of a major change since July [when only 61.41 per cent of laity voted in favour]. That result could be repeated almost exactly."

Dr George Carey, the Archbishop of Canterbury, although personally in favour of women priests, is not expected to place his authority on the line and sees his task as maintaining unity in the face of such divisions. He and Dr John Habgood, the Archbishop of York, are praying that Christian values of faith, hope and charity will prevail against anger and schism.

Would-be women priests are taking heart that Mark Birchall, an influential evangelical who has sat on the fence for eight years and voted against in July, is now in favour. "I am still not 100 per cent convinced it is right, but I have become convinced it is the desire of the church and I think it has got to go ahead. The disruption if it does not go ahead will be greater than the disruption if it does."

In a poll of 1,473 churchgoers by BBC Radio 4's *Sunday* programme, 67 per cent were in favour of women priests, 22 per cent against and 11 per cent undecided. More than 70 per cent said they would accept a woman as vicar. Another survey, by BBC Radio 4's *Today* programme, supported the traditionalist view that the vote would be narrowly lost in the house of laity.



Woman of the cloth: designer Juliet Hemingway models an embroidered chasuble



Honouring tradition: designs drawn from the past

## Frills and flounces disguise the dog collar

A RANGE of clothes designed for women priests includes a dog collar with frills and shaped shirts and cassocks that can be let out during pregnancy.

Juliet Hemingway, designer of the innovative robes for the enthronement of the Archbishop of Canterbury, Dr George Carey, has teamed up with *The Times* to design a range of clerical dress especially for women priests.

She says women priests and deacons do not wish to be seen as male clones but most garments now on sale tend to be mere adaptations of men's cassocks, stoles and scarves.

She believes that, regrettably, the familiar dog collar, a relatively recent addition to the Anglican clerical outfit and seen as uniformly unfattering to women, is here to stay. But she has introduced frills set around the top to give

it a more feminine feel. She said the present clerical dress for women appeared to many as too matriarchal. "The women need a softer image. Men and women are made differently. The women that I have spoken to have talked of their wish not to be seen as male clones. They are feminine and, without getting on a high horse about it, want to reflect their gentle characteristics."

She has made blouses with frills, polka dots and floral prints, which can be ordered to match red, green, purple or white stoles. Her shirts and cassocks are seamed and have darts to fit the womanly figure, some with room for expansion should the wearer become pregnant. Assuming a vote in favour of women, a female priest would need to spend at least £1,300 on her basic new "uniform".

## White flowers herald a day of decisions

THE 563 bishops, clergy and laity voting on Wednesday will make their way past pro-women protesters wearing white flowers in their hair, to arrive at Church House in Westminster by 10am (Ruth Gledhill writes). The large number of synod members present means 90 will sit in the public gallery above the circular debating chamber.

Dr John Habgood, the Archbishop of York, will chair the debate on the Priests (Ordination of Women) Measure. Dr George Carey, the Archbishop of Canterbury, will take over after lunch. The debate is scheduled to end at 5pm, but if all 200 people who have asked to speak are called, that may prove impossible. The debate could last until Thursday but could not be held over until the synod next

meets in February. The Right Rev Michael Adie, the Bishop of Guildford, will open the debate for women priests and will have the last word. The Ven David Silk, Archdeacon of Leicester, will lead the opposition.

If the vote is carried by a two-thirds majority in all three houses of bishops, clergy and laity, the synod will vote on the financial provisions for clergy who leave the church.

If the legislation succeeds on Wednesday, it will be debated in both Houses of Parliament in June next year and if approved, go forward for Royal Assent. A petition to "promulgate" the canon would then be submitted to the crown in July or August. It would be July 1994 before the ordination of women priests was possible.

Letters, page 19



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## Police complaints chief goes on patrol with the night shift

By Stewart Tandler  
CRIME CORRESPONDENT

A FEW weeks ago police officers on the night shift in Slough had an unusual assistant. The burly figure of Sir Leonard Peach, the new chairman of the Police Complaints Authority, was to be seen in the small hours of the morning unrolling police tape round a corpse outside the bus station.

Rattling round the pubs and clubs of the Berkshire industrial town in a battered van with 15 officers, Sir Leonard was experiencing the difficulties of a modern policeman's lot. One of the country's leading experts on personnel management and an architect of NHS reforms, he came away with a new realisation of how things can go wrong and how much is left on very young shoulders.

After 20 years with IBM, where he headed public relations strategy, Sir Leonard found himself watching junior officers, five of them women, making decisions that would have been taken at much higher levels in any

**Sir Leonard Peach, the new head of the Police Complaints Authority, believes that good management is the key to producing better officers**

commercial organisation.

"The thing to see was their comparable youth," said Sir Leonard, "and how they handled things with confidence. It was impressive and I could see how things can go wrong because they have to operate quickly."

Three months into his post Sir Leonard, who follows a lawyer and a judge as chairman, already believes that his authority's task must be not only to find the merits of a complaint but to make sure that police forces learn the lessons of management and training that often lie behind the 16,000 to 18,000 major and minor complaints raised each year.

Under Sir Leonard the authority plans to pass comments on the management background of cases to the Home Office, inspectors of

constabulary and chief constables. Recent cases that have come before it have already raised lessons on the responsibilities of different ranks and specialist units, especially in the firearms field, where it has overseen 12 cases this year.

Sir Leonard said: "There is too much emphasis on discipline and too little on performance." He saw himself as a professional manager and was therefore interested in the management of the service.

He has sympathy with the push by top officers to make changes and the comments of officers such as Sir Peter Imbert, the retiring Metropolitan police commissioner, who recently pointed out that society as well as the police will have to change. The community had responsibilities as well as rights, said Sir Leonard.

Recent Australian research suggested that the level of complaints about police in Britain could be lower than it is with some Commonwealth and American forces. Evidence gathered by the authority shows that 80 per cent of serious complaints refer to assaults and that many of these cases involve alcohol.

The authority will continue to seek greater openness in dealings with complainants and Sir Leonard said some forces had now accepted the principle of telling people who make complaints what penalties have been imposed on officers. Many forces were now settling between 20 and 40 per cent of their complaints informally.

The authority is also to continue to lobby for other developments, such as a two-tier system of dealing with discipline, including a reduced burden of proof for minor matters. It has argued that it should take a more active role in prosecuting charges rather than sitting on discipline tribunals and leaving police forces to do this themselves.



Sir Leonard Peach: he has experienced first-hand the challenging lot of modern officers on the beat

## Alarm spreads as officers are made to disclose papers

By Stewart Tandler, CRIME CORRESPONDENT

MERSEYSIDE detectives in a big fraud trial have been forced to release one million pages of material from their investigation under new guidelines on the disclosure of police material.

The extra pressure on police time and the dangers of releasing confidential material under the DPP guidelines is causing so much anxiety among criminal investigators that a special national conference is being held at the police staff college at Bramshill, Hampshire, at the end of the month. Every force in England and Wales will be represented by senior commanders or detectives.

John Hoddinott, chief constable of Hampshire and the secretary of a chief constables' committee on crime matters, yesterday acknowledged there were serious police worries over disclosure. He said the issue would remain open-ended until disclosure was also applied to defence cases.

He said a new law might be needed. "Until we know what the defence case is, we can't make disclosure relevant. It would be much easier and much more in the interests of justice if, when a defence was ready to go to trial, they were to make disclosure and the Crown Prosecution Service undertook to disclose everything relevant."

A spokesman for the Crown Prosecution Service said the issue of disclosed material was constantly developing and had been raised with the Royal Commission on criminal justice. The new guidelines reminded the police of rules on disclosure issued by the attorney-general in 1981. They stated that the prosecution had a duty to disclose all unused material that had a bearing on the case.

Material would not be disclosed if it was felt it had no bearing on the case or could be protected by public interest immunity. The CPS would look at all material and decide what to hand on. Police had to flag any sensitive material and the courts might eventually

decide whether it should be protected. The guidelines require officers to list and itemise all material made during a case which has to be preserved.

Mr Hoddinott and his colleagues are worried that precious manpower and funds will have to be diverted to meet the demands of complex cases, such as the Merseyside fraud trial. One senior detective said: "Forces are horrified at the amount of effort."

Defence lawyers are reading all the Merseyside papers and being provided with copies of anything they want. One officer said the guidelines left many grey areas. Nothing could be destroyed or handed back to owners who might not be convicted to the case and everything had to be stored.

In another case, officers in a murder investigation are being forced to surrender confidential computer files. This raises the problem of revelations of confidential material or sensitive police operations. The computer in the murder case is part of the special Home Office enquiry system now used by every force in the country.

The breadth of the guidance extends to highly detailed briefing books prepared for police operations and details of some telephone conversations. Documents might also reveal the use of police surveillance equipment that might not have yielded any evidence, which investigators want to keep discreet for fresh use. A London officer said: "The disclosure issue is creating nightmares."

The new DPP guidelines, issued in late summer after discussions with police, follow growing concern about undeclared police material and test cases on the disclosure of the material which has widened police responsibilities. The key case rose during the Guinness investigations and the trial of Ernest Saunders and led to a judgment about the disclosure of unused police material.

Leading article, page 19

### The way it isn't

CRAG BROWN



**Etiquette Lesson No 2: The Firm Handshake**  
IT is time to rewrite the laws regarding the firm handshake. When I was a boy, my father was keen to impress upon me the importance of the firm handshake. I even remember an evening spent shaking his hand, learning to assert the correct pressure.

The firm handshake, I learnt, was the sign of a trusty, open-hearted fellow. Conversely, the weak handshake, or "wet fish", was the sign of the ne'er-do-well and the flibbertigibbet.

I began to notice that this rule no longer held true in 1987, when I started work

in the House of Commons. On several occasions I was obliged to shake the hands of MPs and, to a man, they displayed the firmest of firm handshakes. On my father's scale, this would normally denote extreme honesty. I knew then that something was wrong.

I now realise that the firm handshake is one of four hallmarks of an upstanding character to have been put down in recent years by the brigands. The others are: smart shoes; looking a man straight in the eye; and clean fingernails. Just as the Devil can quote scripture, so he can also learn Good Form. The late Robert Maxwell possessed the smartest of shoes, the firmest of handshakes, the cleanest of fingernails and he paid special attention to looking one straight in the eye. Perhaps a shifty-eyed, slack-handed, scruffy-shoed and dirty-fingernailed future is essential for a more open and honest Britain.

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FROM JAMIE DETTMER IN WASHINGTON



The Democrats are also concerned that Bush aides will sweep White House and State Department files clean of sensitive documents detailing meetings on the Iran-Contra affair and on the Bush administration's pro-Iraq policy before the Gulf war. Last week, David Pryor, a Democrat senator for Arkansas and chairman of a Senate committee on government management, wrote to the White House warning Bush aides against taking away papers that are federal property.

## BY JAMIE DETTMER

"The excitement has reached a fever pitch because you have so much pent-up energy among the Democrats," said Kathleen Keenan, public relations officer of the Sheraton Carlton, where Democrat donors have already booked half the rooms. The Mayflower Hotel was as busy cancelling bookings as confirming them. It had taken

Local catering firms, like Ridgewell's, which has been waiting on the diplomatic and social set for generations, have been studying books on Arkansas delicacies, including one by Liza Ashley, the cook at the Arkansas governor's official residence for the past three decades.

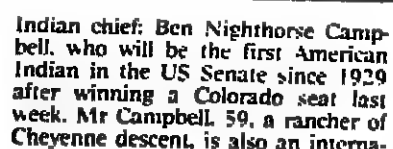
**N**ot only the incoming Democrats are raining pennies from heaven on Washington. Republicans eager to brush up their CVs and get their property on the market are also stimulating trade there. Republicans are worried about their job prospects. "This is probably the first time we'll be seeing a class of political appointees finding real difficulties matching their salaries in the private sector," said Eric Vautor, a director of a head-hunting firm. One head-hunter remarked: "It's like a rainfall that comes every four years."

"When you win, your errors are obscured. When you lose, your errors are magnified. I suspect history will take the edge off both interpretations."

He blamed himself for the Democrat victory and asked Republicans to avoid divisiveness and apportioning blame.

No one else is responsible. I am responsible."

Jerry Falwell, the founder of the Christian right Moral Majority organisation, which in recent years has been virtually moribund, is also set to make a prominent re-entry on to the political stage. "We've been literally inundated since the election with calls saying 'Please, please crank up the Moral Majority again,'" he said.



**Indian chief:** Ben Nighthorse Campbell, who will be the first American Indian in the US Senate since 1929 after winning a Colorado seat last week. Mr Campbell, 59, a rancher of Cheyenne descent, is also an interna-

nationally recognised jewellery designer. The redrawing of congressional districts, allowed every ten years, resulted in greater minority representation in the new government. Asian Americans won five of the Senate and House of

Representatives seats contested, and 38 blacks and 17 Hispanics were elected, gains of 13 and six respectively. The first Puerto Rican and Korean-born American were also elected to the House of Representatives.

FROM: DAVID ADAMS IN MIAMI

At least 26 police officers were killed at the weekend in the most daring attack yet by left-wing guerrillas of the Revolutionary Armed Forces of Colombia at an oilfield in the Amazon jungle. Bombs were also planted in banks in simultaneous attacks by urban commandos in the capital.

Fear of violence again gripped the city of Medellín where drug lords have gunned down more than 30 police officers, killing 19 of them, in revenge for a nationwide hunt for Pablo Escobar, the escaped organiser of the cocaine cartel.

Guerrilla attacks across the country have scuppered hopes for renewed peace talks between an alliance of guerrilla groups and the government. President Gaviria denounced the guerrillas as "rabid dogs" and said he would not reopen peace talks, suspended since March, until the attacks stopped.

ed killed when the revolutionary armed forces attacked the Orizaba oilfield, 300 miles south of the capital, with rockets, mortars and grenades. In what was the most violent guerrilla raid in more than four years, police reports say a unit of 300 men surrounded police guarding the oilfield and captured the guard post when the defenders ran out of ammunition after a seven-hour gun battle. According to official reports the defenceless policemen were executed after guerrillas burst into the barracks.

The oilfield was damaged after the guerrillas blew up pipelines and the drilling platform. The previous day guerrillas operating 30.0 miles to the northeast of Bogotá dynamited the largest pipeline in the country, which carries 240,000 barrels of crude a day, causing a spill which contaminated local rivers. It was the fourth attack on oil pipelines in a week.

A state of emergency was declared in Medellín last night and elite police units armed with machineguns, rockets and grenades were sent in to bolster the local police.

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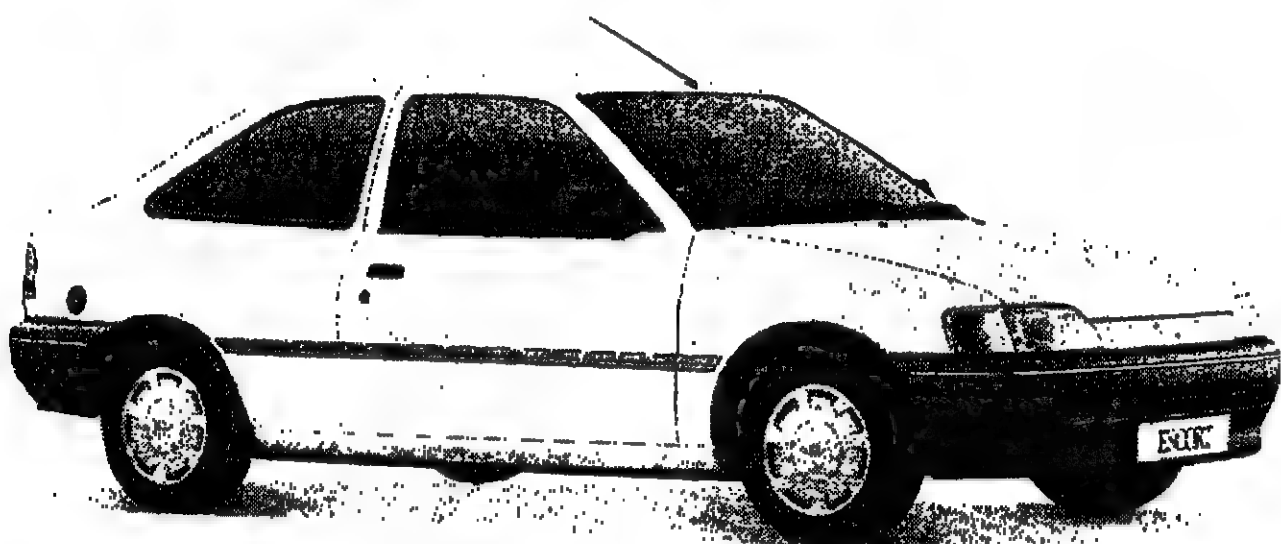
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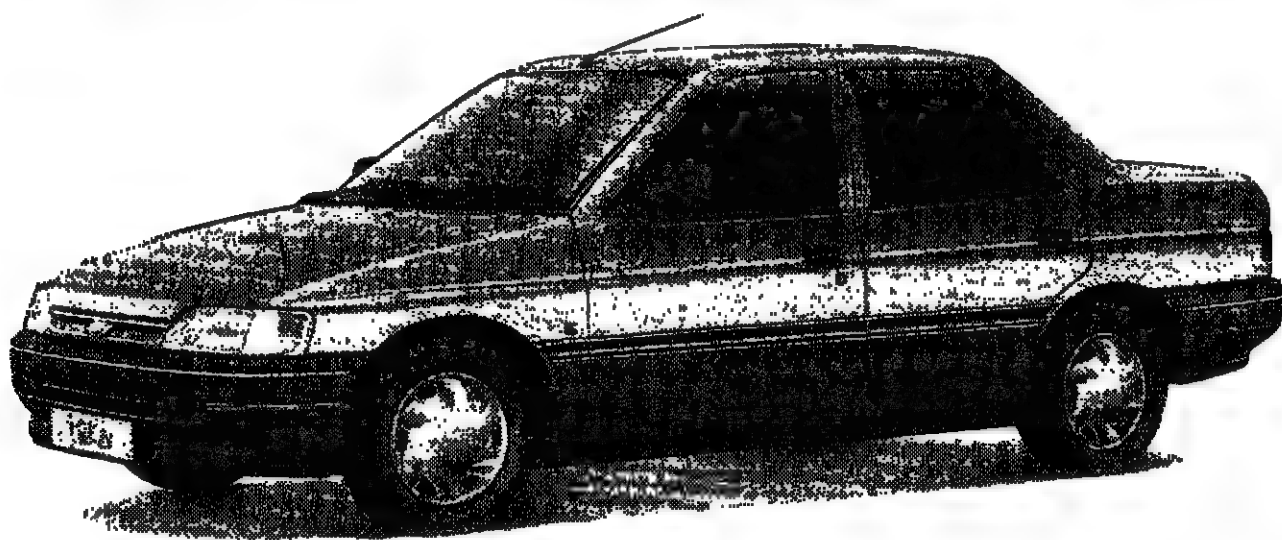
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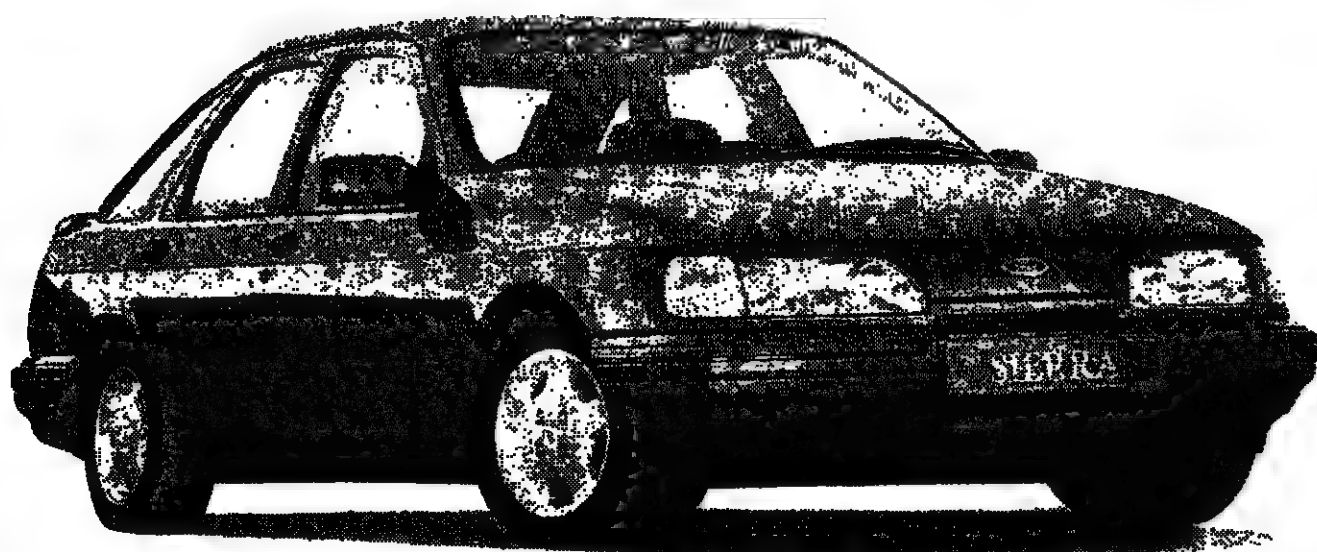
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■ One man's courage gave rebels an opportunity to surrender. But the moment was lost and peace may not get another chance soon

Officers from Nigeria and Sierra Leone led the negotiations on Somalia Drive. "Please drop your arms and come in single file," one of

He found the words that reassured the rebels. "Ecomog is your brother, Ecomog is your friend. You cannot fight from January to December," the Sierra Leonean private said after laying down his rifle. In their Mad Max outfits, the teenage veterans of Mr Taylor's National Patriotic Front

The rebels had their fingers on the triggers of their AK-47s as they advanced. Private Koroma stood his ground and minutes later he was surrounded by prancing boys of the patriotic front pumping his hand. "I have left everybody in Sierra Leone, my sisters and brothers. I am here for peace, not for fighting. We

are brothers, black brothers under the sun," he told them.

Major Hamza Agbabiaka, the Nigerian commander in the hottest sector of the three-week battle of Monrovia, took the same line as negotiations progressed. "We are all Africans and by killing ourselves we are reducing our number," he said, promising the rebels food if they surrendered.

Major Agbabiaka's spaced-out interlocutor was Red Scorpion, born Frank A. Dennis, whose announcement that he

was the "field commander" was not overtly challenged by his comrades. At 23 and a proud member of the "Wild Geese", Mr Taylor's Executive Mansion Guard, Red Scorpion was an old man. Most of his friends were in their teens. While the others posed for pictures with Ecomog troops, Red Scorpion started looking nervous. Flanked by his deputy, a fearsome kid whose least offensive personal weapon was a silver carving knife, the commander was having sec-

and thoughts. The reason was not hard to understand. He had seen the Armed Forces of Liberia men lurking beside Ecomog and had no plans to fall into their clutches.

The armed forces' claims to be Liberia's national army will never expunge the memory of their atrocities in 1990 when Mr Taylor nearly drove them into the Atlantic. "We don't wanna see AFL. We are sure rendering to Ecomog," Red Scorpion told the Nigerians. Suddenly, the deal was off. The

patriotic front said it would consult its "overall commander," General Mosquito, about the surrender plan. They developed back to the hundreds of rebels who had kept their distance. A small group came back to the white flag with a giant Teddy bear, a present for Ecomog and a token of good faith.

haps fatal, setback for Major Taylor. "They are apprehensive," the major said. "They themselves are used to killing their prisoners so they think we too will kill them." Two hours before sundown he ordered us to leave Somalia Drive. Ecomog brought up more men and machine guns.

A Sierra Leonean major who smelt a patriotic front trap all along, predicted a nasty night battle lay ahead. "They had their chance to

Mr Mandela recalled that Mr Hadebe had died in a hail of automatic fire as he returned from a meeting to discuss peace. "To honour his memory and pay tribute to this young hero we must cast ourselves in the mould of the

Mr Mandela said the Zulu nation had unjustly been accused of being warlike. He paid tribute to the leaders of the Zulu people, including King Goodwill, whose uncle, Chief Mangosuthu Buthelezi, is president of the Inkatha Freedom party. Members are blamed for much of the carnage in Natal. "We urge his majesty, King Zwelithini . . . to use his power to lead us in a determined effort to end the killing of his people, be they Zulu or Shangaan, Ndebele or Xhosa, Vendaan or Sotho, be they black or white," Mr. Mandela said.



**Zwelithini: urged to work for peace**

"Unreconstructed Marxists within the MPLA are making it clear that he is hostage to the party," said one diplomat. "It is critical to get through to the bone-head hardcore ideologues that the present conflict is not an excuse to push for

Meanwhile, United soldiers parolled the bridge at Porto Quipiri, close to the capital. After communicating with their headquarters at Caxito, eight miles away, the guerrillas confiscated three television cameras and an assortment of stills equipment before sending the journalists back to the capital. Patrolling government soldiers were weary but relaxed. A temporary ceasefire had been set up along the Caxito road and there was no desire to break it.

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# Mountains hold perils for convoys en route to a siege city



FROM RICHARD BEESON  
IN TUZLA

THE volley of automatic rifle fire could not have been more than 200 yards away but in the dense forest it was impossible to tell who was trying to discourage us from reaching this beleaguered Bosnian city.

To describe the twisting mountain road leading to Tuzla as tortuous or risky is a gross understatement of the condition of the 70 miles of mostly dirt track that is the fragile umbilical cord between this city's stranded 180,000 inhabitants and the outside world.

Stewart: pledge to keep aid flowing in winter

British troops in Bosnia have been forced to fire in self defence for the first time. There will be worse to come as they struggle to keep the supply lines open

likely to be within sight or range of Serbian gunners and snipers.

That lesson was made plain on Sunday morning when a British army reconnaissance convoy of four Land-Rovers chose the relative ease of a tarmac road, which would in theory have cut travel time from five hours to one but did not take into account the local military geography. In this instance, British soldiers of the Cheshire Regiment and the Royal Engineers escaped without casualties after they came under sustained attack from Serbian machineguns and a mortar and returned fire to cover their retreat.

However, the commander of the Cheshires, Lt Col Bob Stewart, who ordered the patrol to return to its headquarters in Vitez, will soon need to commit further British troops on the road to Tuzla if he is to fulfil his pledge to keep supplies reaching the city and its surrounding villages during the winter. Already there is apprehension in the besieged city that whatever food, medicines and clothing can be brought it will be too little and probably too late to avert a human catastrophe when the rains make the road impassable and snow seals off the city.

Once a thriving industrial town of mainly Bosnian Muslims, Tuzla now has a ghostly atmosphere, created in part by the shortage of petrol which has paralysed most of the vehicles there. The modern convention centre is draped in the clothes lines of refugees' families. Part of a 50,000-strong population of displaced people who add pressure to the over-stretched municipal resources.

Locals are so accustomed to the sound of exploding artillery rounds fired from Serbian positions that they casually walked past the sight of a recent shell explosion in the town centre which had claimed the life of a teenage boy. Instead residents concentrate their efforts on the day-to-day business of surviving, which means getting to the head of queues for food, medicine and other necessities. All staple foods are strictly rationed.

This period will be very hard for us and I only hope that we will not be forgotten

by the outside world," Dr Vadim Kurt, an eye surgeon at Tuzla's main Mustafa Muj Begovic Hospital, said. He said that the shortage of medical supplies could become critical. He like almost everyone in Tuzla, is hoping that the city's military airport, closed since hostilities began in May, will be reopened by the United Nations and that, like Sarajevo, an air bridge will be opened to shuttle relief supplies by plane.

But while the UN considers the risky option of flying into a second war zone, the road link remains the city's only hope. If the military situation worsens and the Serbs tighten their stranglehold on this area, then General Zeljko Knežević, commander of the Bosnian army's second corps, said that the authorities might have to resort to desperate action.

Tuzla was once the centre of Bosnia's chemical industry and it still has stockpiles of potentially lethal toxic chemicals, in particular chlorine gas. Two weeks ago, when Serbian forces launched fierce attacks on two fronts north of Tuzla, the chlorine containers were moved by train to the front line as a deterrent against further shelling.

"If the chlorine tankers are hit they will release enough deadly gas to affect not only Bosnia and Serbia, but also Austria, Hungary and Romania," General Knežević said. "We do not want to resort to this defence, but we may have to if we want the world to understand our predicament."

Belgrade: Macedonian police were maintaining a vigil on the streets of Skopje yesterday after riots by ethnic Albanians on Friday left four dead. The confrontations with police underlined the fragility of ethnic peace in Macedonia and underscored increasing fears of a full-scale

Balkan war. Ljubomir Frckovski, the republic's interior minister, alleged that preparations for the riots had been laid ten days earlier.

On Friday afternoon a raid by police against black-market dealers in a market in the capital sparked riots by ethnic Albanians. Shops, cars and tyres were burned and police exchanged fire with automatic weapons. According to Mr Frckovski, ethnic Albanians chanted: "We want war, we don't want peace."

The republic's leadership has been warning ever more insistently that unless it receives recognition it will slide into war. At least a quarter of its population are ethnic Albanians and Macedonia has been historically covered by Serbia, Greece and Bulgaria. Albanian nationalists want to incorporate western Macedonia and the southern Serbian province of Kosovo into a greater Albania.

## Serb gunmen win the first round against British troops in Bosnia

FROM MICHAEL EVANS, DEFENCE CORRESPONDENT  
IN VITEZ, CENTRAL BOSNIA

BRITISH troops in Bosnia-Herzegovina were forced by Serb gunmen to abandon a mission after being ambushed with light mortar, heavy machinegun and small-arms fire while on a reconnaissance trip to Tuzla. The soldiers responded with a spirited burst of 30 rounds from their SA80 rifles before pulling back.

The party of four Land-Rovers with four officers had no choice but to turn back. However, the significance of the incident, the first time the British have been targeted and the first time they have fired back, will not have been lost on the Serb commanders. Nor, indeed, on the politicians in London who oppose the deployment of British troops to Bosnia.

The Serbs are off the leash. They are commanded in Bosnia by General Ratko Mladic, who has a reputation for being ruthlessly logical but crazy. His political allegiance appears to lie with Slobodan Milosevic in Belgrade who is

using his general to confront the international community.

The British, more than any other UN contingent here, are located in areas on which Serbian gun sights are trained. The fall of Jajce is expected to be followed by the seizure of Travnik and Turbe. But, more importantly, Gornji Vakuf, which is further south and lies at the heart of the British supply route, also looks vulnerable. This busy town, which later this week will be home for a company from the Cheshire Regiment and a squadron of Royal Engineers, is a staging post on the route across the mountains to Vitez, known variously as the Ho Chi Minh trail or the Khyber Pass.

If Gornji Vakuf were to fall to the Serbs, they could cut off the supply line to Vitez and thus bring to a halt British efforts to provide humanitarian relief to towns such as Travnik, Tuzla, Doboj and Maglaj. The signs are already ominous. Travelling in the area, you can hear the sound of artillery fire at Turbe, 12



miles from Vitez. The Serbian front line loops southwards into central Bosnia and with artillery positions in the mountains of Vlasica and Komar, even Vitez could just be reached with shellfire.

At Tomislavgrad, another key British staging post, which is packed with Croatian HVO troops, warnings were put out on military radio on Saturday that the town could come under Serbian mortar fire or air attack. Men from 35 Royal Engineers and the Royal

Corps of Transport were ordered to put on flak jackets. There was no attack.

The ambush of the reconnaissance party earlier on Saturday was not unexpected. Every recon force to Serbian lines was bound to be a gamble until the Warriors, the only vehicle which will protect the soldiers from small-arms fire, arrive. They have been delayed 48 hours and are not due here until Wednesday. The challenge for Lt Col Bob Stewart, commander of the

Cheshire Regiment and the battalion group that will eventually be based at Vitez, is to find the right formula for fulfilling his mission of saving lives. His soldiers must be neutral as representatives of the UN relief effort, but if they are forced to withdraw every time a shot is fired, the food and medical supplies will never reach their intended goal.

Col Stewart has already had one personal triumph. Two weeks ago he visited Maglaj on a recon, where the residents begged him to return with supplies. He fulfilled his promise last week and was greeted, along with the British soldiers, as a hero.

Whether the Serbs advance closer to the British bases or not in the next few weeks, the arrival of 45 heavily armoured Warriors will at least help to change the odds. Col Stewart is adamant that the soldiers "are not here to fire their weapons" but as the shooting incident on Saturday proved, the Serbs are not interested in ground rules.

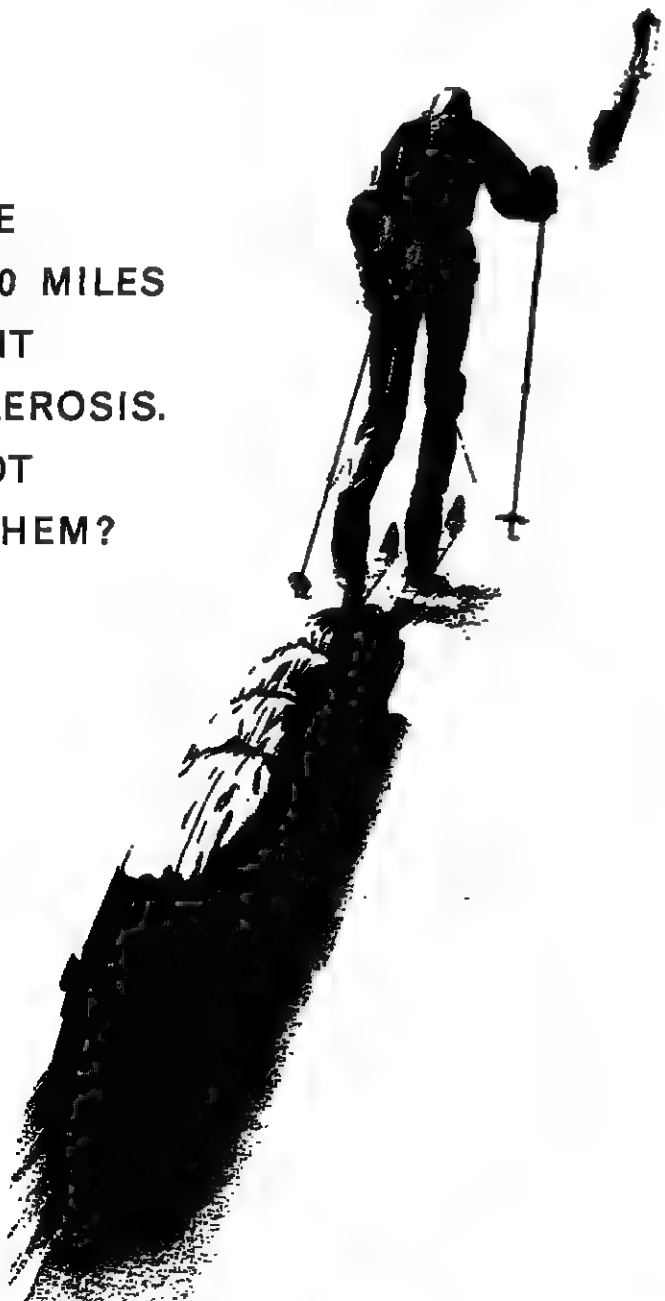
There is no question that armoured vehicles help to provide a deterrent presence with the convoys. Ten days ago a convoy from Belgrade succeeded in reaching Sarajevo for the first time since May. It was protected by Ukrainian eight-wheeled Soviet-made armoured vehicles with 76mm guns. Major David Pinder-Köhnik, a British officer serving at the UN protection force headquarters at Kiseljak, near Sarajevo, was with the convoy. He said: "It was extraordinary to see these Ukrainian armoured vehicles, the sort of thing we have been training for years in Nato to fight against. There is no doubt they helped to underline our determination to get that convoy through Serbian lines to Sarajevo."

New supply route, page 1



Let my people go: a Catholic woman arguing from the back of a lorry with military police who stopped 200 refugees from leaving Sarajevo at the weekend

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## Russian officers urged to rebel

FROM BRIDGE CLARK IN MOSCOW

AS President Yeltsin prepares for his visit to London, his thoughts will never be far from the political battle in Moscow where developments over the weekend looked ominous.

At Revolution Day rallies organised by the communist opposition whose size and militancy exceeded expectations, speakers appeared to be challenging him to a trial of strength. Colonel Stanislav Terekhov, leader of a communist army officers' movement, called for military men to join forces with workers and farmers to topple the "criminal clique" in the Kremlin. "Let the Americans play these democratic games, we are bored with it," Colonel Terekhov told a crowd of 25,000 Kremlin who waved Soviet flags and chanted slogans such as "Put Yeltsin on Trial", near the Kremlin.

The boldness of Colonel Terekhov and other leaders of the National Salvation Front, a group of hardliners dedicated to ousting Mr Yeltsin, was a pointed reminder that his efforts to outlast the organisation have so far been fruitless. Viktor Anpilov, a journalist who leads an even more militant communist faction, said officers should refuse to swear the new oath of loyalty. The rising militancy of the hardliners is sharpening Mr Yeltsin's dilemma as he prepares for a session of the conservative Congress of People's Deputies in December.

As his British hosts realise, he faces a choice between compromising with "centrist" critics to secure approval for a watered-down version of his reforms, or taking a more confrontational approach, which might include emergency rule. In an interview published on Saturday, the former Soviet leader Mikhail Gorbachev claimed that at least one faction in Mr Yeltsin's powerful Security Council wanted a state of emergency.

The scope for compromise is narrowing, with some reformers now convinced that there is no alternative to presidential rule, confining the legislature to an advisory role. One reason for Mr Yeltsin to show boldness is that he is still relatively popular, and would, in the short term at least, stand a good chance of winning a referendum on a new constitution that trimmed the legislature's powers. Another reason for taking decisive action is that the economy is in no condition to withstand a relaxation of financial discipline. □ Ban lifted: The Russian government has lifted the ban on Mr Gorbachev travelling abroad. He began a visit to Berlin yesterday. The government refused to let him visit Italy last month because of his refusal to testify at court hearings into the banned Communist party. (Reuters)

Friend in need, page 18

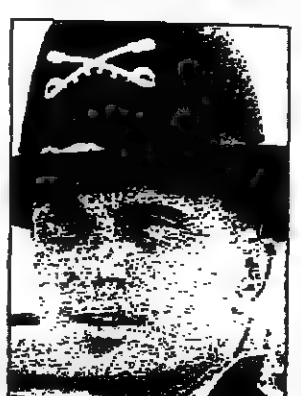
## Cameras focus on Stalin's family

FROM OLIVER WATES IN MOSCOW

LENIN sits half-crippled in his Kremlin rooms and Stalin lies dying in his dacha while prominent victims of his reign of terror walk to their deaths along corridors in a real KGB prison.

Stalin, a new American film about the Soviet dictator, is the first to take advantage of democracy in Russia to gain access to some of the actual sites featured in its script. Robert Duvall, the American who heads the international cast, slept in Stalin's bed at the dacha at Kuntsevo, outside Moscow, where the dictator spent his last years.

Glittering halls in the Kremlin and other palatial buildings around Moscow



Duvall: slept in bed used by the dictator

were also thrown open to the cameras. Zinovief and other opponents of Stalin were shot in the gloomy vaults of the Butyrki prison, as close as the film-makers could get to the real site, the infamous KGB headquarters in the Lubyanka.

The film had its world premiere in Moscow on Saturday night, the 75th anniversary of the Bolshevik revolution that eventually brought Stalin to power. Aleksandr Rutskoi, the Russian vice-president, was among several hundred people at the screening of what historian Dmitri Volkogonov, who advised the producers, said was "an American perspective" on Stalin's life.

Covering the period from 1917 to Stalin's death in March 1953, the film focuses on his family life from the point of view of Nadya, his wife, and then of Svetlana, his daughter. "We made a deliberate choice to tell this movie through Stalin's personal life," producer Mark Carlinier said. "We felt it was impossible to tell a story about a man who kills 40 million people ... it's too monstrous."

Russian critics could find plenty to object to in Stalin, but the film seemed to go down well with its first audience. (Reuters)



صكزامن الأصل



# From bedroom to billboard

Britain's prostitutes are launching an audacious poster campaign to push their case for working from home. Walter Ellis reports

Despite its proverbial longevity, the subject of prostitution remains a taboo subject. Yet prostitutes exist. There are thousands of them, and every town has its red light district. Despite such rude health, it is illegal to solicit, and prostitutes cannot advertise, except in code.

Until now, that is. Tomorrow, the English Collective of Prostitutes, the unofficial "girls' union", is launching an extensive billboard campaign. The collective, founded in the King's Cross area of London a decade ago by prostitutes with the help of radical feminist groups, will not reveal their precise slogans, but it will say that the campaign is aimed at opposing the notion of state-sanctioned prostitution.

Niki Adams, a spokeswoman for the collective, is opposed to the view, now gaining ground in political and police circles, that prostitution should be legalised, but confined to restricted areas, run either by the state or the municipality. She does not want her members to be corralled into "ghettos", where the pimps will know exactly where they are and when, how many "tricks" they have turned and how much they are likely to have earned, and where police and council snoots will make them feel like outcasts.

"We think the present law should be abolished and that women should be able to advertise and work from their own premises," Ms Adams says. She thinks that measures to institutionalise prostitution would "make the state a pimp".

Prostitution is not, in fact, illegal, but the law, as it stands, does proscribe "houses of ill-repute" and bans every recognised form of drumming up trade, such as a card in the newspaper's window or a small ad in the local paper. In Parliament, there have been calls in recent years for regulated brothel districts, and various councils, troubled by complaints from residents in streets where prostitutes work, have begun to show a keen interest.

Next month, Birmingham city council will decide whether to apply to the Home Office for a bylaw to exclude a designated district from laws against soliciting. Such a "toleration zone" would be set well away from residential areas and supervised by the police and welfare staff. The initiative already has backing within the West Midlands police and is intended, in the words of one Midlands MP, to "remove the more objectionable aspects of the trade out of residential areas". As things stand, the Balsall Heath area of Birmingham, in particular, has become a de facto red light district, and local women have complained of being accosted in the streets as they walk their dogs or go shopping.

The collective is having none of this



Bad idea: Niki Adams, of the English Collective of Prostitutes, does not want her members to be herded into state-sanctioned "ghettos"

"zonal approach" (which is also being considered in Nottingham). Such erotic shopping malls would, they say, only reinforce the prevailing view that prostitutes have no legitimate place within the community. They want a whores' charter instead, encouraging public acceptance of their existence as part of the local welfare economy. What they want is recognition of prostitutes as small traders engaged in a form of social therapy, not ostracism and moral apartheid. "If more than one woman works out of the same premises, they can be prosecuted for running a brothel," says Ms Adams, who follows the collective's policy in refusing to say whether she is a working prostitute herself. "They are harassed by the police and are offered no protection against violence." Ms Adams thinks that the collective's "cottage industry" solution would reduce the influence of pimps.

This week's advertising campaign has been created, and funded, by Barrie Bogle Hegarty (BBH), one of Britain's leading advertising agencies, which handles the accounts of, among others, Levi Jeans, Sony and the National Westminster Bank.

Rachel Carroll, the campaign di-

rector, says BBH has chosen to work with the collective partly because they are neighbours in Soho, where they have each celebrated their tenth anniversary of trading, and partly because they like to give a voice "to those who cannot make themselves heard". It will not be their first such loss-leader. Past BBH campaigns include that organised by the Friends

**'The present law should be abolished, and prostitutes should be able to advertise and work from their own premises'**

of John McCarthy, focusing on the hostages issue, while a series of cinema advertisements has just begun on behalf of *The Big Issue*, a newspaper for and by the homeless. Ms Carroll says that laws currently governing prostitution are an indication of the hypocrisy surrounding sex. She says that most prostitutes are victims of failed marriages or social

deprivation, and dismisses the popular belief that they are spreading the Aids virus. "That is another preconception that needs to be challenged," she says. She also rejects any suggestion that her agency might in some way encourage girls to enter the oldest profession, but is adamant that those who earn their living by prostitution require freedom to operate and protection from exploitation.

It is certainly a robust attitude for a commercial enterprise to take, particularly one which makes its millions from the glittering world of advertising. Perhaps it is the oldest advertising maxim of all, Sex Sells, that attracted BBH in the first place — that and neighbourly concern in an area of London long famous for its easy virtue. What is not in doubt is that the posters will arouse vigorous controversy.

On the Continent, where legislation is generally more advanced than in Britain, there are several models to learn from, but none has the collective's approval. German law allows girls to flaunt their wares within carefully controlled areas, such as the Reeperbahn in Hamburg, but while it taxes their earnings at a rate of 56 per cent, it does not offer any form of

social security. In France, says Ms Adams, the law fails to distinguish between clients on the one hand and husbands and boyfriends on the other, regarding all three as "clients", and forbids prostitutes from living with their children once the child is over the age of 18. It even obliges women to inform the police when and where they are going on holiday.

The Dutch are generally felt to be the most liberal on prostitution of any European state (though Czechoslovakia and Russia are catching up fast). But though the girls in the windows in Amsterdam's Waagjes district appear to be model entrepreneurs, leading a new life of respectability, they are actually persecuted by pimps and harassed by health inspectors and the taxmen. Ms Adams says. Soon, they are likely to be forced into a registration scheme and obliged to declare their every move, sexual, medical and financial.

Here, the English collective, with its core membership in London and branches throughout the country, hopes that its audacious new campaign will awaken public opinion to the value of neighbourhood stunts, operating with the same freedom as the Avon lady and advertising in Tesco's.

## All the girls love a sinner

My husband once, for a television documentary, attempted to write a romantic magazine story. His researches took him to Scotland to meet Violet Winspear, a Mills & Boon star writer whom he described as "middle-aged, roundish and with spade-like knees like jam-jar bottoms". But she knew a thing or two about women. Paul had given his hero "broad, comforting shoulders" and Miss Winspear laughed him to scorn. "Comforting!" she said. "That is not a word I would ever use about a man!" She preferred "threatening". So he went away and typed "broad, threatening shoulders". And looked at it for a while, and gave up trying to understand women at all.

The same sensation may overwhelm men reading Graham Lord's account of "the wives and times" of the now immortal Soho low-lifer Jeffrey Bernard. Any decent, quiet man who drinks his half-pint, saves up to have the house decorated and treats women like human beings must find it utterly bewildering to contemplate the fact that Mr Bernard has got through four wives and 250-odd mistresses without — as Mr Lord makes quite clear — ever showing any consideration at all. "He simply ignored the problems and pressures of everyday living and determined to enjoy himself. He was completely self-centred. He was free," Mr Lord says. He was also repeatedly divorced on such grounds as drinking, morose moods and incendiary tendencies (mainly setting fire to the bedclothes with fag-ends). He was once sick on the Queen Mother, at Ascot.

Yet more and more women fell at his feet. We still do, actually, or at least fall for his image. On both occasions when I have seen the brilliantly cast Peter O'Toole playing the part in *Jeffrey Bernard is Unwell*, all the women in the party have gone misty over those bloodshot, dissipated blue eyes, that staggering gait, that shaking hand on the vodka bottle. We repressed a powerful urge to dive through the procumbent arch and throw in our lot with him. And this despite the procession of furious ex-wives crossing the stage with lines like "our dinner is in the oven... forever". "Chaos," said one late mistress, sadly, "is his natural condition." When it came to making conquests, chaos seemed to work for him. It works for a lot of men.

Why? Why do intelligent and beautiful women so often yoke themselves to hopelessly irresponsible boozers and womanisers? Common sense tells us that there is no happy future in it, but such men are always footloose with adoring women, and leave them as often as they get left themselves.

The classic explanation, of course, is maternal: "Every woman believes she can reform a rake." A more modern feminist, psycholabile claims that in choosing hopeless part-



LIBBY PURVES

ners, we are deliberately "punishing ourselves" because of cultural oppression and lack of self-esteem. Romantic story writers try to have their cake and eat it: even Jilly Cooper, creator of numerous fascinatingly disgraced heroes, ended *Polo* by handing the girl over in the end, to a sober, reliable, unselfish Luke.

But all that is a manifestation of female sensibility: the part of us that wants a home, safety for children, and a friend-lover. It ignores the fact — so handy for the Bernard tendency — that women like a bit of fun as much as men do. It is a female equivalent of running away to join the circus: we can appreciate Pan and Baccus all right, but just find it harder to approach them because of our overdeveloped sense of responsibility.

Now this however, next she seems a woman, too, can long to be a sluttish attention boozier, gambling the house-keeping away. And in this mood what she needs is a man as far off the rails as Jeffrey Bernard at her side. "My mother," observed Mr Bernard's stepdaughter, "loved drinking, and he was always a lot more badly behaved than her, so she could do outrageous, disgusting things and get away with murder." If — like some women — you can simultaneously persuade yourself that you are helping the poor sinner by getting closer with him, then your sense of responsibility gets appeased as well. Magic.

Of course, the Jeffrey Bernard option remains — for most people — nothing but a wicked daydream. We shall see the Coach and Horses and catch the tea-house with a plastic heap of haddock files and coarsely fabric softener. Just as well for our children and our lives, but there is no point pretending that the temptation is not there.

Perhaps these men are best when they become sinners. There is a wonderful story in Mr Lord's book where he and Jeffrey Bernard meet Fenella Fielding in a theatre foyer. "Who the hell is that old cow?" Bernard enquires. "Looks as if she knows me." When Mr Lord tells him, he says: "Christ, is it! I once lived with her for a year."

I bet that Fenella Fielding felt quite uplifted. After all, she got quite in time. She can afford a dash of nostalgia.

**"It takes all sorts to build a team. Ideas are cheap, but people who can see how to carry them forward are harder to find."**



The TES Governors' Guide charts a way through school development plans for the new governor.

**TES GOVERNORS' GUIDE**

PART 3 THE TIMES EDUCATIONAL SUPPLEMENT

## Hitting the bottle hard

Women in one Indian state are adopting radical measures to fight their husbands' alcoholism

Whatever happened to the submissive Indian wife? Women in thousands of south Indian villages are campaigning aggressively against drunken husbands hooked on a potent poor man's drink called arrack. They have looted and burned down liquor shops, beaten arrack delivery men with sticks, and brought the politically powerful arrack industry to its knees. There has never been a movement quite like this one.

The scourge of village women in the large southern Indian state of Andhra Pradesh is a little plastic sachet of clear liquid produced by the government liquor monopoly. It contains two stiff measures of arrack, made from sugarcane. Three of these will lay the average man out cold.

Alcoholism among rural men is rampant. Village women complain that increased wife-beating and poverty are the direct result of a drive by the state government to sell arrack to the rural poor by packaging it in small measures and opening arrack shops in all the state's 100,000 villages. Arrack is a huge revenue earner, and without it the state would be thrown into financial chaos. That prospect is dawning as the anti-liquor crusade gathers strength.

Excise duties from arrack sales provide the state exchequer with 20 per cent of its entire income. It is the second biggest income source after sales tax. Politicians are deeply involved in the business, some enriching themselves handsomely. The state government has a monopoly on legal liquor production.

Private armies maintained by liquor barons keep the retail business in the hands of a close-knit circle of politicians

and leading figures of the Goud caste, whose members traditionally produce liquor. Before the government launched its drive to sell arrack to the village poor seven years ago, villagers drank a weak natural toddy tapped from palm trees, with few problems. The state government in Hyderabad owns 23 arrack distilleries, producing 3.6 million litres of gin-like liquor a year. Each pocket-sized sachet retails for around six rupees (14 pence). A typical daily agricultural wage is 25 rupees. It is usual to take the drink with a pinch of salt and chili powder so it stings into the throat and burns in the stomach.

Lachumma, aged 18, washing clothes in her village of Yadavelli, says in a whisper: "My husband beats me. Nearly every married woman in the village has been beaten. The men are addicted to arrack. They expect us to feed the family on nothing."

The same story can be repeated by women in every village in the state. When they started to rise up in protest two months ago their husbands were astonished and outraged; many beat their wives in anger. But the men have failed to halt the prohibition bandwagon. The state government is so alarmed by the overnight

plunge in income it has set up a four-member cabinet subcommittee to recommend what to do. It will report by the end of December. "A social revolution has begun," says Valluripalli Sandhya, president of the Progressive Organisation for Women, a group fighting for women's rights in Andhra Pradesh, 60 million.

"Women have found the courage to rise up because they are desperate," she says. "Family life has been destroyed by arrack. A large majority of adult males in rural Andhra Pradesh are alcoholics. They are abusive and violent when drunk. In this male-dominated society they were able to get away with it for a long time. But no longer. Rural women are at last learning how to assert themselves."

She blamed the state government for ruining village life by selling hard liquor to the poor. Villages might not have electricity, schools, clinics, paved roads or sanitation, but they all had at least one arrack shop.

The anti-liquor movement has no leaders, no political affiliations, no money and no central organisation. It spreads by word of mouth as more and more women summon the courage to confront

their husbands and run liquor stores out of business. Some women are waging a "non-cooperation" campaign against drinking husbands by refusing to have sex, cook meals or wash clothes. Drunk men have had their hair cut off by women as they slept.

Arrack has such a grip on village life that many agricultural labourers receive part of their wages in the form of alcohol. Wife-beating goes on unchecked because women traditionally never leave their husbands whatever the circumstances, unless they belong to the very lowest castes. A divorced woman is rejected by parents and friends and cannot re-marry within her caste.

Kanumuri Bapiraju, the state's minister for excise duties, admits that the anti-liquor movement has taken everybody by surprise.

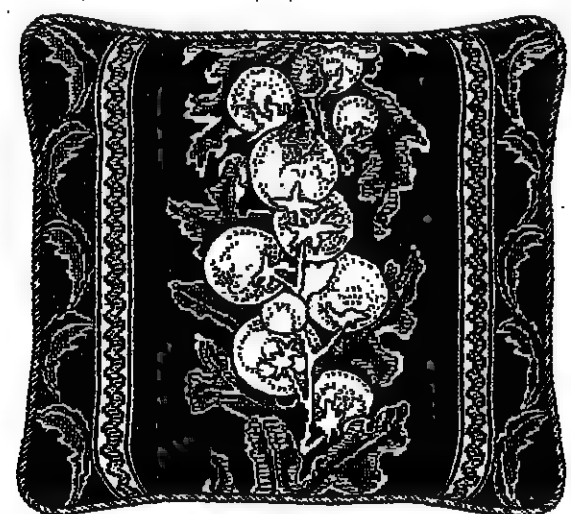
"We never imagined this could happen," he says. "It started off as a very small agitation in better-off coastal areas, and now it is everywhere. I agree that drink is a social evil. But arrack brings the state an annual excise revenue of 8,620 million rupees (£193 million). If we have to close down the business under public pressure we will have to cut public expenditure and raise taxes."

An elderly man called Ramulu, who manages a liquor store in the village of Abdullah Puram near Hyderabad, was forced to close his shop nearly three weeks ago when a gang of women burst in and poured his entire stock into the street. "I don't know what is going to happen," he says. "In all my life I have never met women like these."

CHRISTOPHER THOMAS

MARGARET MURTON'S TOMATOES FOR

### EHRMAN TAPESTRY



The charm of this small tapestry cushion lies in its simplicity. The choice of tomatoes for a theme is original and their warm glowing colours look wonderful against the deep navy blue background. Indian and flame reds, brick, henna and bronze are mixed with saffron yellow and gold along with a pale buff and cream and such a rich mixture of colour brings the simple composition to life.

It is a small design, measuring 11.5" x 12.5" so is easy and quick to stitch on 12 holes to the inch canvas. The pattern is printed in the full twelve colours. 100% pure wool from the Anchor tapestry range is used and the design can be worked in either half-crochet or tent stitch. The kit costs £29.95 including postage and packing and comes complete with wool, canvas, needle and instructions. When ordering use FREEPOST - no stamp needed.

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TM16/92









Matthew Parris

■ The panel on Any Questions? had a guilty secret — four of them in fact...

Tension was written across the faces of the government front bench at the ten o'clock vote last Wednesday night. The PM's right-hand man, Tristan Garel-Jones, minister of state in the Foreign Office, looked exhausted. Virginia Bottomley, health secretary, seemed resigned — wondering, perhaps, if she would shortly be rejoining her husband, Peter, on the back benches.

The prime minister himself appeared almost unconvincingly calm, a tight smile at the corner of his mouth.

I looked down from the press gallery, some 20 yards away, trying not to catch anyone's eye. I was remembering another time...

Spring 1986. These were my last weeks in Parliament, for I had decided to leave, but had accepted an invitation from Robert Cranborne and his wife Hannah to spend the weekend in Dorset. Robert, a Cecil with a courtesy title of Lord Cranborne, was a Dorset MP. His father, Lord Salisbury, is alive, so Robert was not eligible for the Upper House.

Though the surroundings at Cranborne were grand, the company was relaxed. Hannah kept a pet cockatiel free-range at Cranborne Lodge. Something about my hair appealed to it. Have you ever tried expatiating earnestly at dinner on the state of the economy with a bird sitting on your head?

I was not the only guest. Two others (also elected in '79) were also youngish MPs: one of them a government whip, the other a junior minister in the DHSS. And there was a woman MP returned in a recent by-election and still a backbencher, though PPS to Chris Patten. The team travelled down to Dorset on a Friday.

I say "the team", for we sang for our supper. The weekend started with an "Any Questions?" for Robert's local Conservative workers, held in the village hall at a small place called Wool. Robert drove us there on Friday night in his Range Rover. We were late. It was lucky that the road-safety minister, married to the lady in our team, was absent. He was to join us later.

To keep our spirits up on the perilous journey to Wool, somebody proposed a game for our secret entertainers during the Any Questions? which Robert was to chair. At first it was a joke, but it rounded such fun that in the end we all dared one another to go ahead. The idea was that each of us would be allocated one "silly fact", the challenge being to introduce the fact into our Any Questions? reply. This was to be done deadpan and inconspicuously. Wool was to suspect nothing.

The silly facts were these: (1) Anne Boleyn had six fingers on one hand; (2) 18 per cent of the British public regularly share a bath; (3) frogs eat with their eyes shut; (4) Upper Volta had been renamed Burkina Faso, "the land of wise men".

By the time we filed in, to applause, and sat down at a table on the podium, the whip was already having trouble keeping a straight face.

The first question, "What does the panel think of women's lib?", was from a lady in the audience and given to me for reply. I went straight over the wire. Unlike some countries, I said — Upper Volta, for example, which had just renamed itself Burkina Faso, or "country of wise men" — we in Britain did admit the existence of wise women... The whip's shoulders began to heave.

The lady MP came next. Asked her opinion on the safety of nuclear power, she said she distrusted the doomsday theorists who predicted we should all end up with horrifying deformities — or six fingers, like Anne Boleyn. The whip's eyes were watering. Members of the audience remarked afterwards on the strange levity of the panel that night.

I think it was the DHSS minister who came next, with frogs shutting their eyes when eating as his challenge. So seamlessly did he bring this fact into his answer — there was a sort of bland quality (I will not call it grey) to this man's style — that I can remember neither question nor reply.

I remember only that the whip appeared to be choking. When his turn came he was barely able to speak. He says he dared not bring the bathing habits of Britons into his reply or he would simply have cracked up. We accepted this. But we placed a white feather (from the tail of the free-range cockatiel) on his plate at breakfast next morning.

By then the road-safety minister had joined us. We explained the feather to him. He was sorry to have missed the fun.

Some days later, the same minister was at the dispatch box answering a question. The date was Monday, May 19 1986. I have the Hansard before me as I write column ten. Alf Dubs (Lab, Battersea) complained that the bus lane in Park Lane was clogged...

Mr Bottomley: I have been down Park Lane on a bus. I took it sandwich. It was unfinished when I reached the other end. Unlike frogs, which eat with their eyes closed, I had mine open. Neither the bus nor other traffic was held up.

In the two next questions Mr Bottomley wondered, with the wise men of Burkina Faso, why his department had taken powers over bus lanes. To Labour's Tony Banks, who quoted statistics, Bottomley despaired of figures — such as the number of fingers Anne Boleyn possessed, or the percentage of the population sharing a bath — and proposed that we examine problems case by case.

The whip, dazed by the DHSS junior minister to tell Mrs Thatcher about Bottomley's amazing *tour de force*, hesitated (the prime minister was not a fan of Bottomley's) but did so. "It's the only good thing I've ever heard about him," she replied.

Robert Cranborne wasn't there last Wednesday. He's a minister in the Lords now, moved there during his father's lifetime by a "writ of acceleration". Garel-Jones and Bottomley (Mrs V) seem to prosper. Major hasn't done so badly.

As for Bottomley (Mr P) and me, we catch each other's eye from time to time, and try not to giggle. He and I realise that it would be easy to be pompous about this story, and we can think of newspaper columns capable of feigning shock. Let them eat frogs in the bath with six-fingered wise men from Upper Volta.

The treaty to be signed by Boris Yeltsin in London today can aid his survival, says Anne McElvoy

## A Russian friend in need

In 1766, Prince Galitsin representing his Imperial Majesty of all the Russias and Lord Macartney for the British Crown signed a treaty of amity in St Petersburg. It promised "a true, sincere, firm and perfect peace, friendship and good understanding which shall last for ever". The contracting parties agreed to receive visiting merchants with favoured-nation courtesies, not to press-gang any of the other side's shipwrecked sailors into their own service, and, with a cautious eye to the future, that "If — what God Forbid! the peace should come to be broke... persons, ships and commodities shall be allowed the space of a year to retire wherever they please".

This makes pleasantly direct reading compared with the impenetrable accumulations of tortured subclauses in the average international treaty today. It must be hoped that its elegant mixture of lofty goals and down-to-earth clauses has inspired the civil servants charged with drawing up the Anglo-Russian Friendship Treaty which John Major will sign with Boris Yeltsin today.

This is the first comprehensive agreement between the two

countries since the official outbreak of amities 226 years ago, and has much more than piquant historical significance. For the Russian leader's visit comes at a time when his country's future hangs in the balance and its democratic forces need all the help they can get to prevent reforms being rammed into reverse gear.

Mr Yeltsin is facing the dispiriting Congress of People's Deputies at the beginning of next month with hardliners determined to ensure that the emergency powers granted to him a year ago are not renewed. To head off this challenge, he has been forced into a pre-emptive agreement with his most powerful opponents, the industrialist-dominated Civic Union. In return for delivering him a majority in Congress, the Union is demanding the heads of several radical ministers, cabinet posts for its own centre-right members, and a state-funded programme of investment and credits to industry to stave off widespread

collapse of uncompetitive enterprises and vast unemployment. There are risks of hyperinflation and a dangerous resuscitation of the military-industrial complex if Civic Union gains influence. But Mr Yeltsin now appears to have no option beyond a pact with the minor devils of the Union to keep at bay the howling Beelzebubs of the far right and left who have joined in an alliance aimed at his downfall.

This sort of manoeuvre has been greeted with scepticism by Western governments, which prefer their reformers unsullied by contacts with the "centre" — admittedly a particularly dubious arena in Russia. But it is the best we are likely to get, and in these two days Britain has the first opportunity of any Western nation to hear out Mr Yeltsin on how he intends to accommodate the interventionism favoured by Civic Union within the framework of reform.

Mr Yeltsin last week emphasised his interest in closing personal ties with Mr

Major, partly out of gratitude for the latter's rare display of acumen in being the first Western leader to telephone him offering support after the coup, partly because he is anxious to build up some "special relationships" of his own. He also sees the visit to London as a means of restimulating the West's sagging interest in Russia in a year notable for the isolationism of the world's industrial nations.

British officials have been guilty of talking down our importance for Russia, pointing out that our own economic woes and the tight purse strings on which the successful Know-How Fund is kept makes us a relatively unimportant partner for Moscow. The old prejudice that the only purpose of a large Russian delegation visiting London was to spy on us has been replaced by a new one, that they are only here for money.

Yet the enthusiasm in the Yeltsin camp for the visit betrays this cynicism. Mr Yeltsin is anxious to capitalise on our status as the sponsor of Russia's

IMF membership to persuade London to help stabilise the plunging rouble, but he also wants to garner fresh support from democratic countries for his attempt to drag Russia into their tradition. In this respect Britain, with its strong parliamentary history, is as important to him as Germany or Italy, who have made greater financial commitments.

We cannot say that we have not been warned of the dangers to Russia's fledgling democracy. The 20,000 people who demonstrated outside the Kremlin at the weekend carrying pictures of Stalin were a strange mixture of desperately poor pensioners venting their spleen at the unaffordability of much in the restocked shops, middle-aged functionaries whose nests have been de-feathered, and young nationalists blaming the reformers for selling out Russia to the West — the sort of bright, desperate mixture that can ignite a revolution. It was a disturbing reincarnation of what an observer of Catherine

the Great's court described as "the Russian burn (mob), merciless and without sense".

The forces of chaos are nothing new to Russian history and they are a real threat in these dispiriting winter days. As little as Mr Yeltsin would care to be reminded of it, there are growing similarities between his plight and that of Mikhail Gorbachev during his tenure in the Kremlin. Both enjoyed initial enthusiasm followed by searing disappointment. Just as the last Soviet leader, basing himself on a hostile party, was greeted with resentful mutterings about the benefits of the status quo, Mr Yeltsin finds enthusiasm for more fundamental restructuring of political and economic life faltering as it encounters the sullen resistance of the bureaucracy.

On Moscow's Arbat shopping street there is still a brisk trade in matryoshka dolls in which Lenin disgorges a smaller Stalin, Stalin a smaller Khrushchev and so on until Gorbachev cedes to Yeltsin. Whether they are soon forced to recommit the smallest doll along much higher lines depends substantially on the West making amply a matter of deed as well as word.

## When continents collide

Little boats setting out from the African coast by night are harbingers of a cataclysm to come, predicts Bernard Levin

Ex Africa semper aliquid novi. But Pliny didn't know the half of it. Only a few months ago, I wrote a Jeremiad about the world's poor and their awakening to their power to change their condition. I speculated about what they might do to bring about that change, and I laid out a somewhat flesh-creeching potential scenario that might fill Act Two. By way of illustration, I imagined a *Drang nach Westen* in the former Soviet Union, by people...

...who (perhaps by leadership from charismatic figures, perhaps by population pressure on resources) decide to make a substantial claim on Western prosperity. The population is something like 250 million; suppose a tenth of those begin to move purposefully westwards: what precisely would or could the world do? Well, what did the world do when Genghis Khan was on the move? It fought as well as it could...

Wait: the world is going round faster than it used to. In the same article I wrote this:

Think of a Russian, free from communism but by no means free from poverty and hunger. Think of an Indian, facing many more generations before his country can house his people, even very badly. Think of Africa: no, don't, the idea has not taken root there, but it will in time...

Oh, indeed, the world is going round faster than even I believed. For when I said of Africa that the idea of mass migration had not taken root there, but that it would in time, I was thinking of something like a century, or at least decades. That root was growing faster than any magic mushroom: for that century, those decades, have turned into weeks.

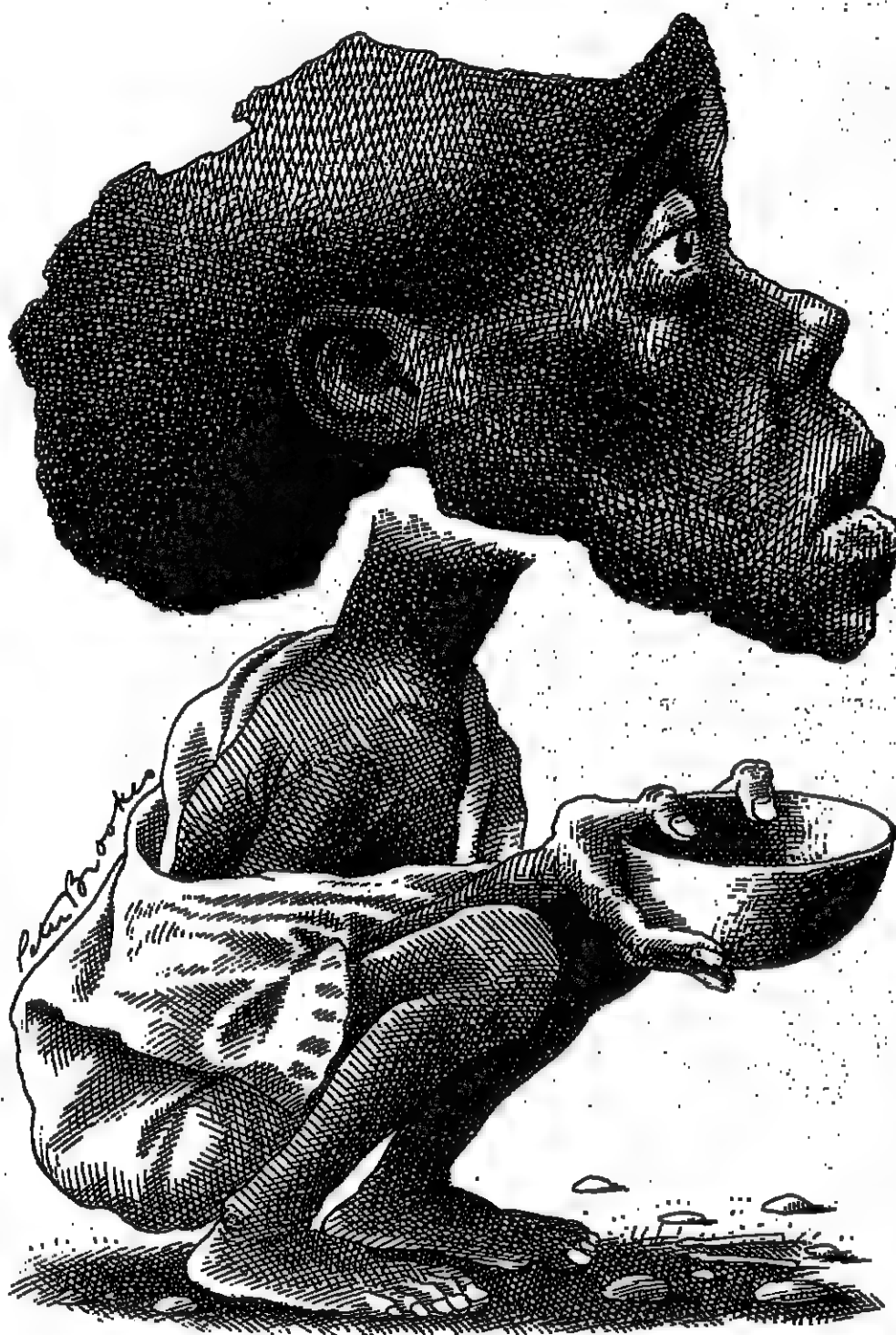
How wide are the Straits of Gibraltar? What is the gap between Europe and Africa? Ten miles? Shucks: what are ten miles between continents? Nightly, now, men and women are measuring the space: they board little boats and chug away from the Moroccan coast-

line, steering through sometimes very rough seas, desperate when they momentarily lose sight of the lighthouse on the Spanish coast which is their lodestar. Pull for the shore, sailor, and if it helps to keep your spirits up, try reciting Shakespeare: "How far that little candle throws his beams! So shines a good deed in a naughty world."

The goodness of the deed is, alas, highly qualified. In the first place, those who supply and steer the boats are not doing so without payment: these wetbacks are frequently staking their last resources for a place in the boat. In the second place, the boats sometimes sink in the heavy weather that can be abruptly summoned by Neptune in the straits; more and more bodies are being washed up, which is hardly surprising because in the third place the boatmen make their charges swim the last couple of hundred yards — if they beach their boats they may be caught by the Spanish coastguards.

Let us, before I continue, play a game with an atlas. Open it at Africa: ignore everything below the bulge, and concentrate on what lies above a line drawn from Liberia in the west to Djibouti in the east. Difficult though it may be to believe, the atlas proves it true: in that space, the whole of the United States of America and the whole of Europe, put together, could be comfortably accommodated. Desert or no desert, there are a lot of people in that area; most of them are very poor indeed, and a very large number are oppressed as well. Their rulers — even the less tyrannical — have no idea what to do, and almost all of them are corrupt. We have read of some of us have even seen — the hunger in the Horn, a hunger which may yet turn into a starvation not seen for centuries.

It is simply not credible that the hundreds of millions of



desperately poor Africans are willing to remain desperately poor, and the nightly traffic from the coast of Morocco to the coast of Spain demonstrates that they are not. But however full the Moroccan beaches are, they account for perhaps one in several hundred million Africans. Palliatives, such as the Spanish decision to demand

visas, are meaningless: what has great meaning, though, is that the Africans who are now arriving — how, no matter — and lurching up not only in Spain but in the whole of the Mediterranean littoral, are no longer from North Africa alone, but from sub-Saharan lands as well. So far it is a trickle. When will it be a flood? I do not know,

but it will be sooner than anyone now thinks possible.

Friends of mine very recently visited St Petersburg, and were appalled not only by the poverty and the lack of any sign that it might be alleviated, but also by the manifest death of hope. In my earlier article, I postulated a tide of bitterly poor moujiks flowing purposefully towards

the riches of the West, but I did not really believe it would happen. Now I am not so sure, but of one thing I am quite certain: if it happens, beginning say in the former Soviet Union, it will immediately be followed elsewhere, and in a very short time this Earth will experience cataclysmic upheavals never equalled since many millions ago, when the Earth itself was groaning in the travail of making itself.

What must we do? What can we do? It is far too late for promises, even for promises carried out. After all, the billions upon billions of money the Third World has had from the developed world were real, and although we must share the blame of the wasting and thieving (did you know that "President" Mobutu every week has a very expensive hairdresser flown, first class, from Los Angeles to the "presidential" yacht), we really did try to help.

But how can we help when so blundering a snapshot of dreadfulness can be recorded by Stanley Meisler in *The Los Angeles Times*, as republished in the *Herold Tribune*? Mr Meisler was talking to a United Nations official about the ghastly famine in Somalia, and the official said, referring to the gangs and their leaders who prey on the food convoys and sell the contents to anyone who can afford the price, "Not only are they from the same tribe, not only do they speak the same language and have the same ethnicity, there is not one single shred of difference between them ideologically. They are only interested in power, and it cannot be shared."

Well, what did the world do when Genghis Khan was on the move? The kind of border controls with which we are familiar will be meaningless; indeed, practically everything we regard as normal will be meaningless. We can, of course, dismiss such a dark future as nothing but bad fiction, but I can see no reason why what I am describing cannot happen, and I can see many reasons why it might. I rather think that, even in my lifetime, the ozone layer and global warming will cease to disturb us, because we shall have something a great deal more disturbing to cope with.

### Beating about the Bush

THE BUSH telegraph at Bush House is working overtime as speculation mounts about who will replace John Tusa as managing director of the BBC's World Service at the end of the year. The deadline for applications is today and already the smart money is on Baroness (Lynda) Chalker.

The minister for overseas development is well-liked in the imposing Aldwych building and her credentials are excellent. Apart from her extensive knowledge of foreign politics, many at the BBC believe she would be in a good position to guard Bush House's annual grant from the government. But her appointment would strengthen the claims of those keen to portray the World Service as a mouthpiece of Whitehall. Whether she would consider accepting the job is another matter.

One brown envelope which has landed on the Bush House mat contains the CV of William Shawcross, at present on tour in Australia promoting his book on Rupert Murdoch. Although a popular choice with the troops, he is unlikely to be the

first choice of the generals. John Simpson has, to the sorrow of some at Bush House, ruled himself out. The remaining serious contenders are believed to include Jenny Abramsky, editor of BBC radio news and current affairs, Patricia Hodgson, head of the corporation's planning and policy unit, and Tony Hall, director of BBC news and current affairs. All would have to convince the interview panel of their ability to stand up to the Foreign Office in future wrangles. There is speculation that Peter Jay, the BBC's economics editor and former aide to Robert Maxwell, is in the running, to the horror of some at the World Service.

But their main criticism is that the BBC has left recruiting Tusa's successor to the last minute. It is likely that his able deputy, David Witherow, will be left holding the fort well into the new year.

### Spy story

EMBARRASSMENT and the government may soon replace cup and saucer as the favourite word association of psychologists. The latest predicament to leave Tory MPs cringing in corners is the allegation by John Patten that the Conservative Central Office research depart-



## DIARY

ment has been employing a Liberal Democrat spy.

The astonishing claim was made during an angry exchange in the Commons. Patten, who was compromised by a leaked report which branded him a vote-loser in university towns, has described the man who wrote it, Guy Rowlands, as a "sleeper" for the Liberals. If this is true it holds interesting implications for Andrew Lansley, the director of Central Office's research department, who not only employed Rowlands but entrusted him with key tasks during the election. Rowlands acted as one of the runners during the early morning strategy sessions attended by John Major and Chris Patten.

Rowlands, who says his membership of the Tory party has lapsed, laughs off the Lib Dem spy charge. As for his relationship with Lansley: "We always

got on very well. He was always happy with my work," he says.

### Bombs away

JACK WATLING, now appearing in *Our Song* at the Apollo Theatre, has succumbed to a bout of nostalgia. Watling, who plays Peter O'Toole's long-suffering business partner, last trod the boards at the Shaftesbury Avenue theatre in 1942 when he scored a critical success in Terence Rattigan's *Flare Path*. But not everyone in the audience enjoyed his performance as an airman who is scared of dying.

"My dressing room door burst open and in strode Bomber Harris," recalls Watling. "He barked at me: 'Disgraceful. It is disgraceful showing fear in front of the enemy.' Despite the dressing down, Watling, who was in the RAF for four years and who appeared in a number of propaganda films,

remains a fan of Bomber Harris. "He did his job and it was quite right that they unveiled a statue to him," he says.

● Derek Walcott, this year's Nobel literature laureate, is to be further honoured by Sweden. He is to feature on a five-krona stamp later this month. The excitement of winning the Nobel prize left Walcott too exhausted to travel to London for the Poetry International festival. One trusts the effects of appearing on the stamp will not be similarly debilitating.

### God's left hand

DENNIS SKINNER is known for many things, but regular church attendance is not one of them. This has not deterred him from making his debut in the pulpit. Skinner was recently invited to preach at Shirebrook parish church in his Derbyshire constituency. With standing room only, the Feast of Bolsover ignored advice about the folly of preaching politics from the pulpit. He compared David and Goliath to the miners' struggle with the government. John Major he likened to Pontius Pilate and Arthur Scargill had a bit part as the Prodigal Son. At the end of the sermon the congregation of 1,300 rose to

clap and cheer. "It was a very moving experience," says the doughty Skinner. Indeed, such was his success that a tape of his address is being considered for a training manual for vicars.

● A novel initiative from British Rail. Network SouthEast is writing to customers apologising for poor service before they have a chance to complain.

... delay due to apologies on the line



The network has combed its files for passengers who have complained in the past and, in an attempt to fend off future angry missives, has written grovelling letters pointing out that the annual leaflet problem has become increasingly severe over the past few years. It still offers no solution, of course.















## NEWS

## Lamont pressed to cut rates to 6%

Norman Lamont, the Chancellor, is considering a bold two-point cut in interest rates to soften the blow of a virtual pay freeze for five million public sector workers and savage reductions in planned state spending. A cut in loan rates to 6 per cent, canvassed by Thatcherite ministers and some Treasury officials, is aimed at reinvigorating the housing market and restoring business and consumer confidence, which hit bottom after the pound's exit from the ERM. Page 1

## French go for a hit list

With farmers on the warpath and its national pride inflamed, France will today defy the objections of its European Community partners and ask the European Commission to draw up a "hit list" of US goods to be penalised if Washington goes ahead with EC trade sanctions. Page 1, 14

## Cul de sac

An analysis of new car registration figures shows how the recession is biting deeply into the Home Counties and South East, with sales plummeting in the traditionally prosperous heartlands of the Conservative party while they remain buoyant in the North. Page 2

## Suspect named

Ian Spiro, the British businessman who was involved with Western intelligence agencies and with Terry Waite's mission to secure the release of hostages in the Lebanon, was named as the prime suspect in the murder of his wife and three children in California. Page 3

## Duty calls

Unlimited amounts of alcohol, tobacco, and any other goods can be brought to Britain from the European Community from midnight on December 31, so long as the bearer can convince customs officials that they are for personal consumption. Page 7

## Forced out

Merseyside detectives in a big fraud trial have been forced to release one million pages of material from their investigation under new guidelines on the disclosure of police material. Page 9

## Bank attack

The high street banks, already facing criticism for taking a tough line with struggling small businesses, come under attack today from big companies for

lacking professionalism and making too many account mistakes. Page 7

## Liberia plea

Eight heads of state, meeting in Abuja, Nigeria's capital, called on the warring factions in Liberia to observe a ceasefire from midnight tomorrow and approved economic sanctions on them. Page 13

## Obstacle race

Even as President Bush was urging Americans in a weekend broadcast to rally round the new Clinton administration, White House aides were said to be discussing plans to place obstacles in the Democrats' path. Page 11

## Dubeck death

The death on Saturday of Alexander Dubeck after eight weeks in intensive care in a Prague hospital preceded by only a few weeks the demise of the Czechoslovak federation. The split is supposed to be complete by the new year and, until his car accident in September, Mr Dubeck, 70, was earmarked to be independent Slovakia's first president. Page 15

## Gatt battle

France's latest demands for a "hit list" of trade-war measures aimed at the US show how tough the Gatt impasse will be to resolve. The dispute touches sensitive spots in the Gallic psyche: the rural way of life and bullying by "les Anglo-Saxons". Page 15

## Palace ponders royal tours

What should have been an important royal promotion in Korea for UK exports and investment became, in the British press, the peg for a new gloomy assessment of the Prince and Princess of Wales's marriage. Staff at St James's Palace must now decide how the couple's engagements for next year are to be handled. Page 3



Racism defied: thousands march through Berlin's Brandenburg Gate in yesterday's protest against neo-Nazism and anti-semitism

## BUSINESS

Recipe for success: The CBI, outlining its priorities for action to ensure success in world markets, calls for a big improvement in performance, including a clear directional strategy, thinking globally, and working more closely with the academic world. Page 40

Merger hit: The merger between the Bank of Edinburgh and the Bank of Scotland Building Society appears in trouble, as approval by the Bank of England and the Building Societies Commission for the first takeover of a building society by a bank is awaited. Page 44

Steel worries: Michael Heseltine, Board of Trade president, is examining a formal request from British Steel for sanctions to block "surges in unfair imports" of steel from East Europe into Britain. Page 44

## WOMEN

Working girls: The English Collective of Prostitutes is tomorrow launching a billboard campaign opposing the idea of state-sanctioned prostitution in restricted areas. Nikki Adams, a spokeswoman for the collective, says she does not want her members to be corralled into "ghettos". Page 16

## FASHION

Recycling glamour: Sociologists would have us believe that fashion is the perfect barometer of shifting sands, a reflection of bigger things. Iain R. Webb asks if the reappearance of 1940s style in the 1990s tells us something about the times in which we live. Page 19

## ARTS

Celtic saga: Benedict Nightingale on why the *Weyford Trilogy*, with its vivid look at small-town alienation, reveals Billy Roche as the most striking dramatist Ireland has seen since Brian Friel. Page 37

Class dismissed: The little people emerge from beneath the floorboards as BBC Television screens *The Borrowers* as cosy bedtime fare; if Mary Norton's borrowers were poor and fearful, TV makes them too middle-class. Page 36

Changed image: Pasolini's film *Teorema*, a haunting cinematic image of the 1960s, has been turned into an "opera with no singers" by Giorgio Battistelli, opening in London on Wednesday. Page 35

## ENTERTAINMENT

Net asset: Despite economic pressures, many companies want to be environmentally responsible. A special report on the relationship between business and the world we live in. Pages 31-34

Off by heart: The curious thing about rote learning is that nobody knows what it is. Everyone knows it to be a bad thing; that it used to go on in the chalk-and-blackboard 1930s before we became enlightened; and of course that it is mindless and mechanical. But nobody knows what it means. Martin Turner sheds some light on the subject. Page 39

## SPORT

Golf drama: Fred Couples and Davis Love III, the hottest players in America this year, won the 38th World Cup of Golf for the United States after a thrilling final round on the La Moraleja course in Spain. Page 22

Bitter exit: Nigel Mansell's Formula One career ended in disarray and anger when he and Ayrton Senna crashed out of the Australian Grand Prix as Gerhard Berger gained his second victory of the season for McLaren. Mansell led to lap 19 of the 81-lap race when his Williams appeared driven into by Senna's McLaren and both went off the track. Page 23



Sir Leonard Peach, new chairman of the Police Complaints Authority, feels police have to pay more attention to management and training. Page 9



Judith Hemingway has teamed up with *The Times* to design a range of clerical dress, including dog collars with frills, for women priests. Page 8



President-elect Bill Clinton's critical views on British rule in Ulster will be raised by John Major in their summit meeting next month. Page 5



Norway's prime minister, Gro Harlem Brundtland, called for immediate talks after the ruling Labour Party voted in favour of joining the EC. Page 15

## Shakespeare shaken

Financed by England, animated in Russia and produced in Wales, BBC2 kicks off *Shakespeare: The Animated Tales* with a version of *A Midsummer Night's Dream*. Listings: Page 43

## MATTHEW PARRIS

At first it was a joke, but it sounded such fun that in the end we all dared one another to go ahead. The idea was that each of us would be allocated one "silly fact", the challenge being to introduce the fact into our Any Questions? reply. This was to be done deadpan and inconspicuously. Page 18

## BERNARD LEVIN

The Africans fighting up not only in Spain but in the whole of the Mediterranean littoral are no longer from North Africa alone, but from sub-Saharan lands as well. So when will it be a flood? Page 18

## Champion for industry

If the CBI is serious about shifting the balance of power in Whitehall in favour of industry, it must demand for the President of the Board of Trade a voice at least equal to the Chancellor's. Otherwise industry's new "champion in Whitehall" may be about as useful to industry as Don Quixote was to Dulcinea. Page 19

## Uneven-handed

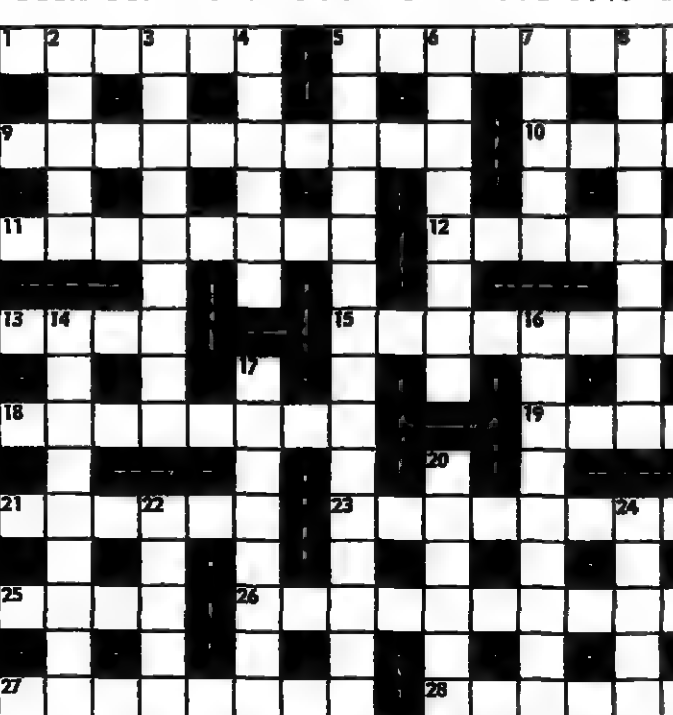
Recent miscarriages of justice have brought with them disturbing accounts of suppressed, manipulated, even falsified evidence by the police and prosecution service. The matter was reached when the Court of Appeal in the Judith Ward case criticised prosecutors and police for failing to disclose to the defence evidence that indicated Miss Ward's innocence. Page 19

## Prague autumn

Mr Alexander Dubeck who died at the weekend will be mourned not only by the Czechs and the Slovaks. A whole political generation which is just beginning to lose real power was charmed by the attractive but flawed idea that state socialism could have a human face. Page 19

The Government cannot go on like this. It cannot go on engaging in trials of strength which turn into demonstrations of weakness. It cannot lead the country through a period of severe economic hardship without giving a clear explanation of what the pain is supposed to achieve. — *The Sunday Telegraph*

## THE TIMES CROSSWORD NO 19,071



- ACROSS**
- Agree to put a hundred on a dog (6)
  - Prying characteristic of Cyrano de Bergerac? (8)
  - Later disposal in cars - he'd a solution (5,5)
  - Prosecute for money (4)
  - Don't gesticulate so much when calm (8)
  - Quite ordinary woman left behind (6)
  - Very repetitive but tolerable (2-2)
  - Worthless silver turned out by an individual on the move (8)
  - Devoted as always in the break (8)
  - Born and died in penury (4)
  - Pray prepared by one making ceremonies - without cash (6)
- DOWN**
- Diets can effect a difference to some extent (8)
  - Bearing with average sound (4)
  - Doubtful about transport, and righteous about it (10)
  - Bloomers one means to correct (8)
  - The youth carrying food back dawdled (6)
  - Entertainment can be provided by a page in no time (5)
  - The fellow a person has little hesitation in making a supervisor (9)
  - Bullyhoop resulting from criminal enterprise (6)
  - As the singer ends broadcast there's a viewer's complaint (4-11)
  - Music composed without publicity (8)
  - Set one's heart on a jug of more modern style (5)
  - Endorsement certain to capture giant order (9)
  - Relation taking part in outdoor exercise (9)
  - Drinking a group of players jostling on together (9)
  - A repulse keeping quiet concealed in the ground (8)
  - Lay into the drink after wife has left (6)
  - Poison for which some doctors give no medication (5)
  - Rapid building in the church (5)

Solution to Puzzle No 19,070



The solution of Saturday's Prize Puzzle No 19,070 will appear next Saturday. The 5 winners will receive a Duofold fountain pen supplied by Parker

Concise Crossword, page 44

## TIMES WEATHERCALL

For the latest region by region forecast, 24 hours a day, dial 0801 500 followed by the appropriate code.

Greater London	701
Kent, Surrey, Sussex	702
Devon & Cornwall	703
Wiltshire, Dorset, Somerset	704
Berkshire, Oxfordshire	705
Bedfordshire & Essex	706
Northamptonshire, Cambridgeshire	707
Shropshire, Herefordshire & Worcestershire	708
Central Midlands	709
East Midlands	710
Lincolnshire & Humberside	711
Yorkshire & Cleveland	712
North West England	713
W & S Yorkshire & Lancashire	714
Cheshire & Merseyside	715
North East England	716
East of England	717
W & S Scotland	718
Edinburgh & Borders	719
W & S Scotland	720
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Weathercall is charged at 36p per minute (cheap rate) and 40p per minute at all other times.

## AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code.

London & SE traffic, roadworks	731
C. London (within N & S Circles)	732
M-ways/roads M4-M1	733
M-ways/roads M1-Dartford T	734
M-ways/roads Dartford T-A26	735
M-ways/roads M23-M4	736
M25 London Orbital only	737
National traffic and roadworks	738
West Country	739
Wales	740
Midlands	741
East Anglia	742
North-west England	743
North-east England	744
Scotland	745
Northern Ireland	746
AA Roadwatch is charged at 36p per minute (cheap rate) and 40p per minute at all other times.	

## WEATHER

Wet and windy in most places. Rain spreading eastwards to affect much of country by afternoon; heavy at times, especially in western areas. Brighter, more showery weather will reach western Scotland and Northern Ireland, spreading to northern England and eastern Scotland in the afternoon and South-East after dark. Winds fresh to strong southerly with gales in North, easing to westerly. Outlook: showers or rain, windy in South later tomorrow.

## ABROAD

Area	Temp	Wind	Cloud	Notes
Algeria	19/6	SE	100	
Algeria	19/6	SE	100	
Algeria	19/6	SE	100	
Algeria	19/6	SE	100	
Algeria	19/6	SE	100	
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Algeria	19/6	SE	100	

## AROUND BRITAIN

Area	Temp	Wind	Cloud	Notes
Abertawe	5.4	SE	100	
Abertawe	5.4	SE	100	
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## LONDON

Yesterday: Temp: min 6am to 6pm, 12C (50F); max 6pm to 6am, 10C (50F). Humidity: 6pm, 78 per cent. Rain: 24hr to 6pm, nil. Sun: 6pm to 6am, nil. Sea: mean sea level, 6pm, 1.025.3 million. Rain: 24hr to 6pm, nil.

## HIGHEST &amp; LOWEST

Saturday: Highest day temp: 15.0C (59F). Lowest day temp: 10.0C (50F). Highest night temp: 10.0C (50F). Lowest night temp: 5.0C (41F). Highest rainfall: 10.0mm (0.4in). Highest sunshine: 10.0h (4h).

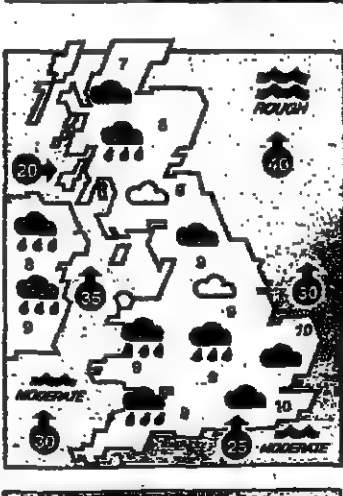
## MANCHESTER

Yesterday: Temp: min 6am to 6pm, 9C (48F); max 6pm to 6am, 10C (50F). Humidity: 6pm, 78 per cent. Rain: 24hr to 6pm, nil. Sun: 6pm to 6am, nil. Sea: mean sea level, 6pm, 1.025.3 million. Rain: 24hr to 6pm, nil.

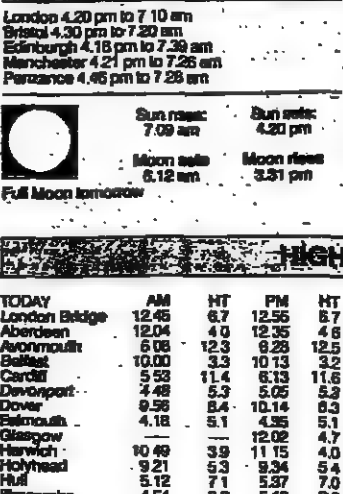
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Yesterday: Temp: min 6am to 6pm, 10C (50F); max 6pm to 6am, 10C (50F). Humidity: 6pm, 78 per cent. Rain: 24hr to 6pm, nil. Sun: 6pm to 6am, nil. Sea: mean sea level, 6pm, 1.025.3 million. Rain: 24hr to 6pm, nil.

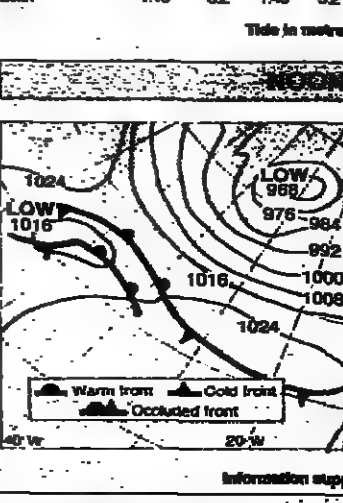
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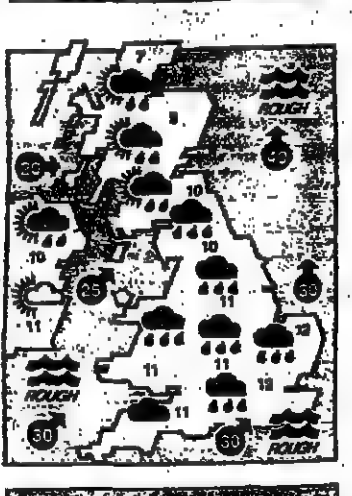
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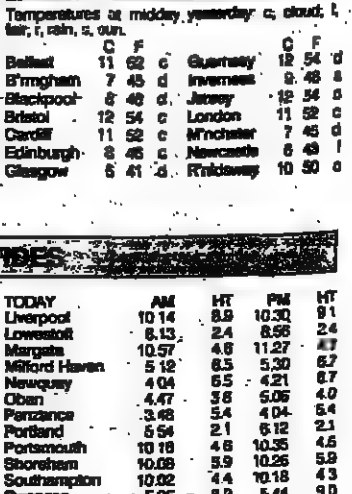
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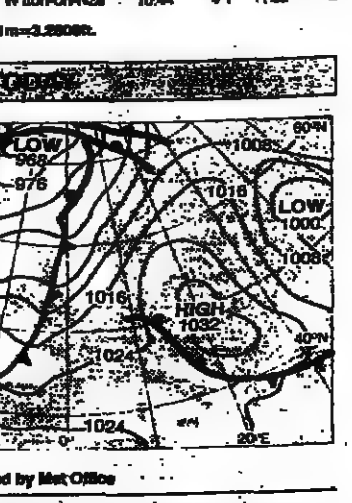
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## TODAY



## TODAY



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## Portfolio Plus

From your Portfolio Plus card check your eight share price movements on this page. Add them up to give you your overall profit and loss. If you have a share in the Portfolio Plus fund, you will receive a share of the daily price money. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Come rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Flinders	Electrical	
2	Bowthorpe	Electrical	
3	M & G	Fin Trusts	
4	Beyant	Building, Rds	
5	Christies Int	Industrial	
6	Headline	Newspaper, Pub	
7	MAI	Fin Trusts	
8	Unit Group	Newspaper, Pub	
9	Bass	Breweries	
10	Alendra W	Industrial	
11	Great Sdn	Industrial	
12	Ocean Group	Transport	
13	Howden	Industrial	
14	Transocean	Transport	
15	Rolls Royce	Motor Cars	
16	Euromark	Leisure	
17	Morland	Breweries	
18	Law & Bonar	Industrial	
19	Union Park	Industrial	
20	Lloyds Chem	Drugs, Srs	
21	Macro 4	Electrical	
22	Dixons Grp	Drugs, Srs	
23	Len Service	Motor Cars	
24	NIB-Carson	Industrial	
25	Unicom Disc	Bank, Disc	
26	Abbeys Nil	Bank, Disc	
27	Hydro-Elec	Electrical	
28	French Con	Drugs, Srs	
29	Almora Ashby	Industrial	
30	Burnard Bw	Breweries	
31	Appleyard	Chem, Plst	
32	Halsford U	Chem, Plst	
33	Bank Scotland	Bank, Disc	
34	Cadbury-Schw	Foodst	
35	Grampian Hd	Industrial	
36	Barrat Dns	Building, Rds	
37	Higgs & Hill	Building, Rds	
38	THK Land	Property	
39	App Holo	Electrical	
40	Frangere	Property	

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## £1,000 MATCHED THE SHARES

If you have ticked off your eighth share in our Match The Shares game today, claim your prize by telephoning 0254 53272 between 10.00am and 5.30pm (see the Sunday Times for full details).

Three winners equally share the Portfolio Plus prize of £2,000. They are R. Dowle, of Witley, J. Miles, of Whitstable, and D. Darren, of Landaff, Cardiff.

Mid cap million Company Price Wtd Net Yld P/E

## BANKS, DISCOUNT, HP

Mid cap million Company	Price	Wtd	Net	Yld	P/E
4.8% Abbey Nat	346	0.0	10.0	4.8	11.6
10.5% Abbey Nat	346	0.0	10.0	10.5	11.6
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## BANKS, DISCOUNT, HP

Mid cap million Company	Price	Wtd	Net	Yld	P/E
10.5% Abbey Nat	346	0.0	10.0	10.5	11.6
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## Capitalisation, week's change

ACCOUNT DAYS: Dealings began November 2. Dealings end November 13. Settlement day November 16. \$Forward bargains are permitted on two previous business days. Prices included are at market close. Changes are calculated on the previous day's closing, but adjustments are made when a stock is re-dividend. Changes, yields and price/earnings ratios are based on middle prices.

Mid cap million Company Price Wtd Net Yld P/E

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## BUSINESS &amp; THE ENVIRONMENT

## Still keen to be seen as green

Despite economic pressures, many companies want to be environmentally responsible. Derek Harris reports on a leading awards scheme

**R**ecessionary rigours make it tougher for companies to pursue environmentally desirable policies. Sir Peter Parker admits. Yet the president of the Business Commitment to the Environment group of industrial and commercial leaders is still optimistic about the way the business world is learning that doing things right environmentally goes with commercial success.

Sir Peter is a founder of the committee, which for the 18th year has organised awards for businesses with outstanding environmental achievements. Five "premier" awards were presented in Harrogate last night by Michael Howard, the environment secretary, on the eve of the Confederation of British Industry's annual conference. In addition, 18 businesses have won commendations, which will be conferred at the Royal Society of Arts, in London, on December 8.

The awards have been made in association with British Gas as the leading sponsor among a number of companies backing the awards. Awards go to projects that show not only environmental care with resource savings but also respect for local communities and elements such as job creation.

Sir Peter, a former British Rail chairman, who now holds eight company chairmanships among his City appointments, puts the environmental view in the wake of evidence that recession effects have been blunting business concern with the environment. A survey by Henley Management College and Price Waterhouse has suggested that in the Thames Valley, hit by business closures, only a third of companies see the environment as important to their business, compared with nearly a half that were committed 12 months earlier.

However, the response to this year's environmental awards does not seem to indicate any diminution of interest. Tony Shillingford, the awards secretary, says the figure of 90 applications submitted for awards was "very good", since the recession must have held back some environmental schemes. Last year there were just over 100 applications.

Mr Shillingford says: "Applications have held up much better than during the recession of the early 1980s. Then there was a marked fall-off. It shows that now company investment in the environment is still a priority." Because of the high quality of the entries, the number of commendations this year is highest in the award's history.

Sir Peter also points to the businesses that have won this year's premier awards. They include Kingfisher's B&Q DIY subsidiary, two construction materials companies — Hanson group's ARC and Redland's bricks subsidiary — NDM Manufacturing, the car components company, and Langham Glass, a small Norfolk-based crystal glass maker.

Sir Peter says: "The thing about the premier award winners is that their commitment to the environment has gone hand in hand with commercial success. This is because it helps them to achieve commercial goals by enhancing their reputation in a number of ways — with present and prospective customers, the workforce and with local communities."

The crucial factor, he believes, is that companies such as these have shown the way by integrating environmental policies with their wider commercial aims. Sir Peter says: "No longer is a show of environmental concern a mere add-on like a maraschino cherry dotted on a grapefruit. There is real



Net asset: pond-dipping to check the water quality at Crewe Business Park for wildlife

commitment." He believes it shows where all businesses must go during this decade to meet the demands of public opinion and legislation.

Sir Peter admits that much needs to be done in persuading the great majority of companies to appreciate that they should observe environmental standards.

He adds: "When you start to persuade them you can see some people implicitly asking the question, 'Do we really have to do this and our job as well?' It is a question

of putting over the right message."

It is not realistic to expect overnight conversions, Sir Peter refers to experience with integrating design into industrial and commercial thinking, one of his earlier campaigns. He explains: "At one time design was not something the manager had to think about. Yet in reality it is an astonishing challenge to the energy and imagination of a company, more than just a little thing you add on to make something proceed faster."

Two decades on, the importance of design is widely understood, and specialised units are exploring it at all the business schools.

He sees design linking naturally with environmental concerns. He remembers that during his British Rail years, a "high-powered" design panel was set up, and, when he later established another, to explore environmental factors, many of the names suited to it were the same. And he recalls that British Rail was early in having an environment director appointed.

## How business will benefit

Michael Howard, the environment secretary, on government plans

**W**ith considerable foresight, the Business Commitment to the Environment Awards were started in 1975, long before the environment had become the crucial issue for business and politics that it is today. As opinion polls show, public concern remains high.

We now see growing evidence that the public not only want a better-quality environment but are increasingly expressing that wish in real choices. Polls tell them that readers and viewers want more environmental coverage. In the past, there was a tendency to view the solutions to environmental problems as lying primarily in government hands. One of the most significant outcomes of the Earth Summit in Rio de Janeiro this year was the recognition that governments alone cannot deliver the sustainable development on which the future quality of our environment depends. Business has a role to play since only the business community can present the public with the greener goods and services they want.

Rio was also significant because for the first time the business community appeared on the international environmental stage as a fully participating partner. The successful initiatives of the Business Council on Sustainable Development and the International Chamber of Commerce in the preparations for Rio showed how much business has to contribute to solving, not just causing, environmental problems.

I am delighted to learn that there are now plans to establish an authoritative World Industry Council for the Environment to take these efforts forward. My confidence in the role of such a council is firmly based on our own experience in the UK.

The Advisory Committee on Business and the Environment (ACBE), set up in 1991, under the dynamic chairmanship of John Collins of Shell, has shown just what can be achieved by a contribution from the business community.

There are encouraging signs that the British business community is rising to meet the environmental challenge. There has been an enthusiastic response to BS7750, the new British standard on environmental management.

The Business and the Environment Task Team of Business in the Community has launched a number of successful initiatives to take the environmental management message to small and medium-size enterprises and the CBI has set up the Environment Business Forum to mobilise its networks nationwide.

As the economy moves into recovery, the environment will move even higher up the public and political agenda. But this need not be a threatening prospect. Those businesses that have responded to it will be well placed to take advantage of the opportunities the greener markets will offer.

They are likely to be large. Latest surveys suggest the global market for environmental goods and services will grow to \$300 billion (about £190 billion) annually by 2000.

But another message from the surveys is stark: only those who have the highest environmental standards at home compete effectively in these markets.

We shall be doing our part through the machinery this government has established for constantly improving environmental standards and through the use of economic instruments to ensure that British business is well placed to compete.



Howard: hopes

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# Five leaders in the field

Five "premier" awards were made this year. The recipients include household names such as B & Q, the DIY stores chain, and, in construction materials, Redland and ARC. Also among the five were a car-components joint venture between Japanese and Italian interests and a small independent glass-maker.

## Derek Harris reports on the winning companies



NDM's Karl Ageishi, left, Henry Ohiwa and Alan Jones

### B & Q

PIONEERING work to bring to gardeners and horticulturalists new ways of making their plants thrive earned a premier award for B & Q, the DIY market leader, which, like Woolworth, is part of the Kingfisher group.

When Dr Alan Knight was appointed B & Q's environmental co-ordinator just two years ago, he decided peat was an important issue. This also appeared likely to be a difficult challenge.

Britain's gardeners and many horticulturalists love peat as an aid to plant propagation and soil conditioning. At the same time there has

been growing controversy as environmentalists have warned of the damage being done by peat extraction to a unique habitat for rare plants, insects and birds. For 18 months, Dr Knight, B & Q and its suppliers mounted a project to find suitable substitutes, and gradually the new products came on stream — from composted wood scrap from furniture manufacturing to composted bark. Quality controls and sterilisation were used effectively to bring coir dust, produced in Sri Lanka, into the family of peat-free garden products.

B & Q, the first retailer to launch peat-free growing bags, has followed an equalised pricing policy as between non-peat and peat-based products to maximise consumer take-up.

### ARC

ARC, the construction materials producer which is Britain's second largest supplier of ready-mixed concrete, won a premier award for a scheme in which it literally moved a mountain of quarry waste in a vast recycling operation for tunnel and roadworks around Conwy on the North Wales coast.

A five-year scheme, during which 1.7 million tonnes of quarry waste was used for contracts developing the A55 trunk road, cleared an entire scanted hillside above Penmaenmawr in Gwynedd. It removed tips of waste dumped

over 150 years by earlier quarry operators. It has allowed 65 acres of hillside to be landscaped to blend more naturally with the surrounding area. Selling the waste for the road improvements helped ARC to finance the environmental improvements.

Ian Menzies-Gow, chief executive of ARC, part of the Hanson group, said: "The development of our group's environmental policy underlines the importance we attach to this aspect of business life."

### DEVELOPING

a system of brickmaking which achieved

three notable environmental advantages earned a premier award for Redland Bricks, part of the Redland group.

The advances have been made at Tilmannstone brickworks in Kent, which went into production last year. Redland says the plant is the first in the United Kingdom to use the type of shale there in an environmentally acceptable process to turn out high volumes of stock bricks. The shale is used as a combustible element needed in brickmaking.

The system at Tilmannstone simultaneously cuts the need for clay extraction and recycles unsightly shale spoil heaps left by coal mining.

THE USE of leading edge technology, the creation of optimum working conditions and pioneering the elimination of environmentally unacceptable materials are all elements adopted by Telford-based NDM Manufacturing, winner of a premier award.

NDM is a joint venture between Japan's Nippon-



A cut above: Langham Glass, which makes lead crystal glassware, wins a premier award

denso and Italy's Magneti Marelli. Both are car component-makers with a multinational spread and the Telford venture produces air conditioning and heating systems for cars.

It was early into eliminating chlorofluorocarbons (CFCs) from its air conditioning sys-

tems. Solvent-based paints were dropped in favour of the more environmentally friendly powder coatings.

Alan Jones, a director and general manager at the Telford plant, said: "More than £55 million has been invested in this plant and the present workforce of 160 should rise to 550 by 1995.

We have concentrated not only on direct environmental effects but also on our most important asset: our people. "We are all associates and there are no distinctions, whether in the dining room or elsewhere. We also work closely with the local community, such as in health and education."

TINY Langham Glass, which makes a range of lead crystal glassware near Holt in north Norfolk, has won a premier award despite its size, shunning off competition from big companies.

Langham Glass was set up

in 1980 by Paul Miller, a master glass-maker who had earlier worked at a former Wedgwood glassmaking factory in King's Lynn.

He set about the conversion of derelict, 18th century farm buildings, and the Rural Development Commission, the government agency which encourages growth of country businesses, helped fund the building conversions.

In the past 18 months improvements added have included a restaurant, a museum and education centre, a video room, an adventure playground and a gift shop. Extensive landscaping has also been carried out.

One result was that this year has seen a record 100,000 visitors going to Langham up to the end of the summer season, a 25 per cent increase on last year.

Mr Miller said the recession had affected sales, but the increase in tourist activity had helped to redress the balance. "Investing in making Langham more of a visitor attraction has paid dividends."

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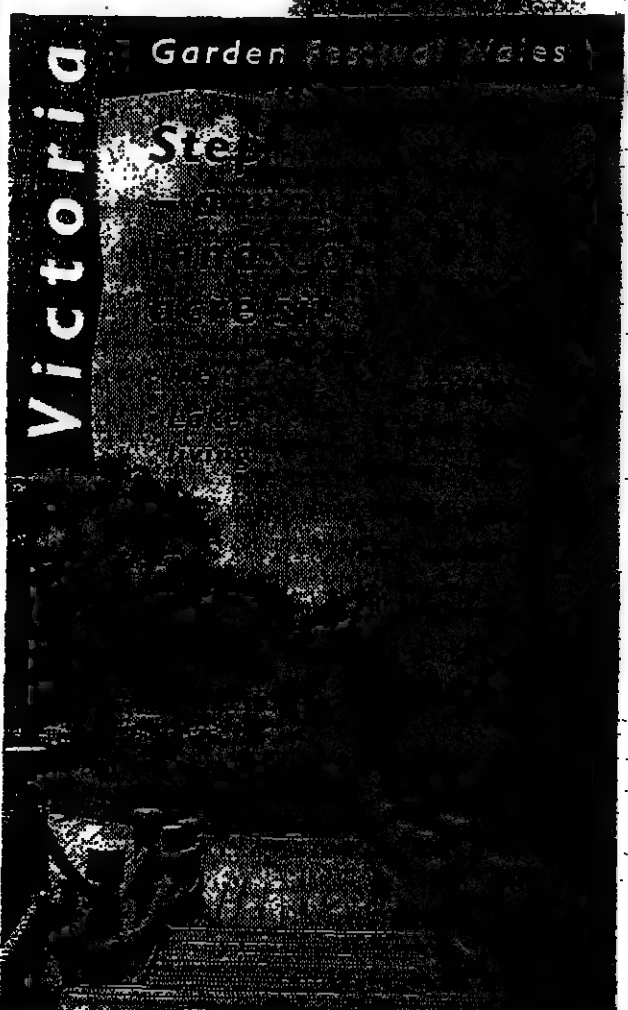
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# Giants show the way

Let us recall Dr Johnson, and one of his more celebrated aphorisms in looking at the level of environmental concern in British business today.

The prospect of bankruptcy in a recession may not be quite as dramatic as the prospect of being hanged in a fortnight, but it has the same effect: it concentrates the mind wonderfully.

Minds are wonderfully concentrated on survival in British business these days, to the exclusion, we might expect, of any concerns that do not directly prop up the bottom line of profitability — such as the environment.

There must have been an echo in many executive breasts to the heartfelt cry of Sir Tony Cleaver, IBM's chairman and perhaps the leading force in the greening of British industry: "When our main concern is keeping out of the red, do you really expect us to be green?" There are certainly strong indications now that in some quarters of business, environmental concern is disappearing under the recession's impact, as it is disappearing among consumers. What is surprising is that in one particular area of the British business world — the top — the green agenda seems to be holding its own.

This will have come as no surprise to the politician who has done more than anyone else to make British industry take the environmental plunge. Michael Heseltine, environment secretary turned president of the board of trade. He prophesied it three years ago, when environmentalism seemed finally to have conquered Western society.

In September 1989, Mr Heseltine, then on the back benches, analysed the new concern as a phenomenon of prosperity, and forecast that if the good times went, environmentalism as a mass interest would follow. "If prosperity were to disappear, the concern of the people would be for their own immediate living standards," he said. "People who need to provide food do not pursue conservation policies."

So it has come to pass. Look first at the weather-vane of ordinary people's feelings, politics. The environment played no part whatsoever in the last

Industry is convinced, says Michael McCarthy

election, when the Green party could muster only 1.3 per cent of the national vote. When the new session of Parliament opened, the government felt able to leave its entire environmental legislative programme out of the Queen's speech.

Recent work by Mori, the opinion pollsters, shows that this falling-off of concern is showing in public behaviour: the green consumer is palling rapidly. In Mori's annual "Business and the Environment" report, available to private clients last week, the proportion of green consumers — those who chose one product over another because of its environmentally friendly packaging, formulation or advertising — is shown to have fallen from 49 per cent to 40 per cent between July 1991 and July 1992.

In the same period, people's willingness to donate to environment-related charities fell from 57 per cent to 49 per cent; subscription to environment-related magazines fell from 15 per cent to 10 per cent; and membership of environmental groups fell from 13 per cent to 8 per cent.

This decline in the environment's importance to the consumer has been reflected in the attitudes of small and medium-size firms, according to a survey by Henley Management College and the accountants Price Waterhouse, of 350 companies in the "golden triangle" of the Thames Valley between Heathrow airport, Oxford and Basingstoke.

In the survey, of an area where business closures had risen 56 per cent in one year, 65 per cent of businesses surveyed said a "green edge" was irrelevant to competitive advantage, and 67 per cent of bosses said the environment was unimportant for their core business. "Apart from guarding against possible violations of legislation," the survey re-



ported, "companies are not willing to invest heavily in environmental procedures or practices."

Is this, then, the end of the green dream for British business, "the green renaissance" that Mr Heseltine described fewer than two years ago as essential? Perhaps not. If one looks at a similar survey of the top echelons of British business, the picture is different. In Mori's annual "Captains of Industry" survey of the attitudes of chairmen, chief executives and managing directors of The Times 500 British companies, the proportion dissatisfied with British industry's concern for the environment has fallen in the last year from 53 to 42 per cent.

Robert Worcester, Mori's chairman, says: "This represents major companies taking action, giving environmental attitudes considerably greater emphasis, setting up board-level committees and generating a corporate environmental consciousness."

Furthermore, the survey shows that 47 per cent of such senior executives think that the best way environmental damage in Britain could be reduced is by legal penalties.

Mr Worcester says: "I see companies recognising that the environment has a high order of priority, to the extent that nearly half of them are willing to countenance government sanctions."

The difference between those which have kept environmental concerns on board

and those which have jettisoned them during the economic storm appears to be size. Big companies see an important strategic concern, small firms see an irrelevance in the way of profit or simply survival.

This is immediately confirmed by Andrew Blaza, head of the CBI's environment management unit. "Large companies now see the environment as an important part of their strategic planning. But we still have not got the message through to small firms that the environment is not a cost burden or a threat, but an opportunity," he says.

"The message has got through to the top, but not lower down, where they think there's nothing in it for them, but there is, even in recession."

Every business studies course needs a green element

## Clean sweep of the MBAs



Professors Nigel Roome, left, and Brian Harvey

The long slog to put environmental issues at the top of the business agenda is reflected in the efforts of academics to make them a central part of general management programmes. At first sight, the commitment of business schools to environmental studies seems rock-solid. Buoyed up by a tide of donations and endowments, sponsored chairs in environment-related disciplines have sprung up in leading schools on both sides of the Atlantic. The difficulty, however, lies in ensuring that environmental management is not relegated to the sidelines.

In August, Manchester Business School's work in environmental management was strengthened by the appointment of a new professor in corporate responsibility, Dr Brian Harvey.

"The danger in setting up a centre that specialises in environmental issues is that it winds up producing only specialist courses, rather than ensuring that these issues feed into every part of the curriculum," says Nigel Roome, lecturer in corporate responsibility at Manchester Business School. So academic staff in environmental management are pushing to make their discipline a required subject of MBA programmes, rather than solely the basis for "elective" courses chosen only by a small minority.

In America, the Environmental Protection Agency helped to set up a new centre, the Management Institute for Environment and Business. This explores ways in which environmental issues can be better integrated into management research and education. Last year, it launched a private programme to develop teaching materials linking environmental issues into "core" courses such as marketing, accounting and pro-

duction. It has also conducted research inside companies looking at how strategic planning is affected by environmental pressures.

Marcy Trent, director of MEB, reveals in the progress but warns that there is no room for complacency. "Five years ago there wasn't a single

school offering even so much as a specialist course in the environment," she says. "Now about 100 schools around the world are either offering new environmental courses or incorporating environmental issues into their curriculum."

MICHEL SYRETT



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# Year of achievement

Recognition that business sites can be beautiful and an asset to the environment has gained so much ground that a record number of commendations has been made this year in the Business Commitment to the Environment Awards.

The 20 schemes chosen for commendations have been undertaken by both small companies and national concerns. They range from creating wildlife sanctuaries to developing new processes to eliminate toxic waste. Usually between 12 and 15 commendations are made, but this year the entries were considered of exceptional quality.

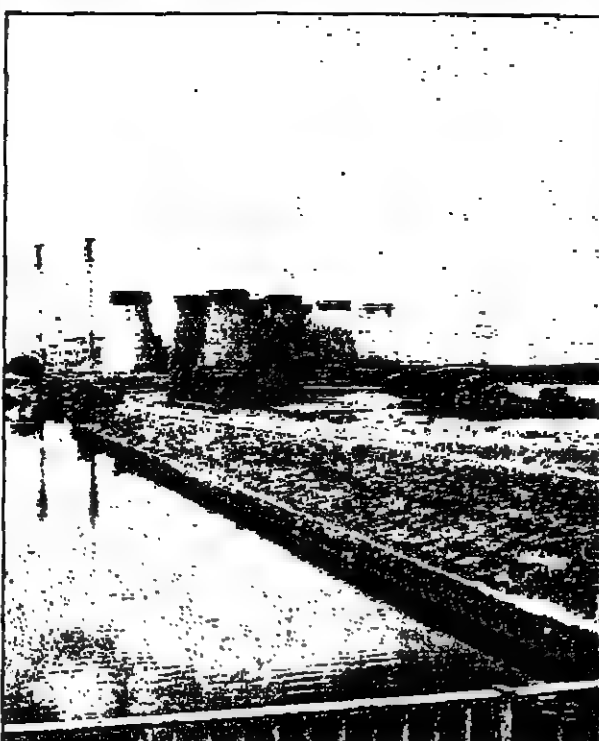
The recipients include British Steel, commended for three initiatives — removal of fume odour at Cookley Works in the West Midlands, a continuous effluent monitoring scheme at Scunthorpe Works, and a new iron desulphurisation facility at Teesside Works, Redcar.

Nuclear Electric has underlined its commitment to the environment with the creation of a 25-year land management plan for all its power stations. Work at Hinkley Point power station on a 220-acre site at the foot of the Quantocks and bordering Bridgewater Bay, where more than 10,000 trees and shrubs have been planted in four years, has been rewarded with a commendation. A nature trail, due to open next spring, will enable visitors to see maintained hedgerows and woodlands that are home to 14 species of bird and 13 species of butterfly.

Peter Welsh, the Hinkley Point power station manager, says: "There is no reason why an industrial site should automatically be assumed to be an environmental wasteland. With a little thought and care it is within everybody's capability to create an ecological oasis in an otherwise functional setting."

PowerGen, keen to show that power generation and natural conservation can work successfully side by side, has been commended for the development of an environmental project at its £250,000 visitors' centre was opened earlier this year at Fiddler's Ferry

More awards than ever have been made this year. Irene Farnsworth describes the winners' schemes



The Wakefield Groundwork Trust improves a canal side

power station with the aim of explaining, primarily to schoolchildren, how electricity is made and how the station fits into the local environment.

Bob Neish, the station manager, says: "We have a strong commitment to conserving the many different habitats on the site." Warm water from the cooling towers at the coal-fired station on the Mersey estuary is recycled for use by a fish farm on the site. The power station site has provided ash for a superstore in Knotty Ash and construction work at Manchester airport.

Manchester airport and Macclesfield & Vale Royal Groundwork Trust gain an award for an aviation viewing park, and not far away the widely acclaimed Crewe Business Park, providing the green image that more and more businesses are seeking, is named in an award going to Crewe and Nantwich Borough Council and Cheshire County Council.

An efficient freight water-

way increasingly being used for leisure features in the commendation awarded to British Waterways Aire and Calder Navigations, West Yorkshire. The award recognises the commitment to a programme of environmental improvements to the whole length of the canal done in partnership with Wakefield Groundwork Trust.

"The canal had a very grimy workaday image but the environment is changing," says Mike Harrison, the manager. "Industry and leisure co-exist, the one complementing the other. The award is an enormous boost and will help to raise our profile. Ten years ago there were no fish in the canal. Now they are coming back. Heron, grebe and kingfishers have established themselves, and we also have deer."

Exhilarated by its success in staging Garden Festival Wales, the fifth and final in a national series, Blaenau Gwent Borough Council gets a further boost with a com-

mendation. The council sees the award as recognition of its vision to transform an industrial valley into a vibrant community with homes, a business park and leisure activities, helped by a £20 million grant from the Welsh Development Agency.

The council drew up a plan for the regeneration of a two-mile stretch of derelict land, a legacy from traditional industries, and the festival park covers 200 acres. All sloped landscapes, the lake, sculptures, woodlands, a village of 500 houses, a traditional village shopping centre and a business park will remain.

**THE COMMENDATIONS:**  
Albright & Wilson, Whitehaven works, Cumbria; elimination of heavy metal discharge to sea. Borough of Blaenau Gwent, Ebbw Vale, Gwent; garden festival. One Ayr & Porters, Edgobaston, Birmingham; mine infilling. Stockley Park Consortium, London; phase one of Stockley Park, Headrow, London. British Waterways Aire and Calder Navigations, Castleford, West Yorkshire; navigational improvements. British Steel (three commendations); fume odour removal, Cookley works, Brinsley Hill, West Midlands; effluent monitoring, Scunthorpe works, South Humberside; iron desulphurisation, Teesside works, Redcar, Cleveland. Crewe and Nantwich Borough Council/Cheshire County Council; Crewe Business Park. Anglian Water Services, Histon, Cambridge; habitat development. Marston sewage works, Wellesbourne, Dorset. Kent; environmental management centre. Mark Wilkinson Furniture, near Chippenham, Wiltshire; tree replacement strategy. Conoco oil refinery, South Killingholme, South Humberside; Heston/Cover works. Alchemia, Mostyn, Clwyd; North Wales printed circuit board waste recycling. BT/Mayer Cohen, London; telephone instrument recycling. Manchester airport/Macclesfield & Vale Royal Groundwork Trust; viewing park, Manchester airport. Nuclear Electric, Gloucester; Hinkley Point power station environment. PowerGen, near Warrington, Cheshire; Fiddler's Ferry power station wildlife. Regional Railways in association with Building Design Partnership, Preston, Lancashire; Fylde coastal line. Boots, retailing and chemist group, Nottingham; re-use of sandwich trays.

Industry is forming groups to encourage a better way of working

Business is facing the challenge of new environmental demands and laws with enthusiasm, awareness and pooled resources and information. Both the Confederation of British Industry (CBI) and the British Urban Regeneration Association (Bura) have schemes that are attracting interest.

The big companies have departments dealing exclusively with the unremitting new laws coming from the government and the European Community. The smaller businesses may not have had the time or opportunity in the past to keep abreast of the changes, but now they can use the databanks being built up.

The CBI's environment business forum is thriving. This was set up a year ago after a call from Michael Heseltine, the then environment secretary, for an association of businesses to consider forthcoming legislation. Already 150 companies, including BT, ICI, Rover, Boots, BA, BP Chemicals and the AA, have joined and another 500 have expressed interest.

Rebecca Hargreaves, an adviser in the CBI's environment management unit, says that when the forum was announced only the larger companies joined, but the smaller businesses followed as it became more widely known.

Membership involves following criteria that include the appointment of an environmental officer responsible for

## Industries clean up



The Prince of Wales visits an urban village in Edinburgh

policy, which is then published. The objectives must be realistic and set in a timescale. The company must publish a summary of its intentions — for example, on reducing emissions, waste control, energy conservation and recycling. The company has to submit an annual report about its progress, which will be available to the public.

There is also an associate member category for organisations such as trade associations and employer bodies that can help to promote the ideals.

Bura's database is different, a collation of information

from all over the world, available to anybody in the public, private or voluntary sectors. A recent addition is from a 15-member team that spent eight days in Japan and saw the plans for four cities. The group was led by Bura's president, Lord Jenkin of Roding, who said: "We all profited immensely by the insights into urban renewal as practised in Japan and came away impressed both with the breadth of their vision and the scale on which projects are conceived."

The team was particularly impressed with the long-term commitment of the Japanese,

and as a result the association is forming a group to see how the lessons learnt can be applied here.

Bura was set up as an independent non-political body in 1990 to fill a gap because there was no pool of knowledge about urban regeneration. Giles Brown, the editor of *Bura News*, says: "So often organisations involved in urban regeneration have reinvented solutions already discovered elsewhere. Bura provides an umbrella for discussing these solutions."

High on its list of objectives is the clearing of contaminated land left by heavy industry such as steel, iron and coal, and landscaping them for research and development or for light industry.

Another priority is the creation of urban villages, a scheme to make inner-city areas attractive places in which to work and live. The scheme, in which the Prince of Wales has shown a great interest, follows *The Urban Villages Report*, published in the summer. It envisages "villages" covering about 100 acres and supporting a population of between 3,000 and 5,000 people.

The report said: "The urban village idea is to put back the heritage in the inner city. People no longer live near their workplace in the inner cities, and by 8pm these areas are empty."

DAVID THURLOW

## Audit helps strategic plans

GROUNDWORK is the body of 30 trusts set up by Michael Heseltine, then environment secretary, and the Countryside Commission 10 years ago to join industry in restoring England's green and pleasant land. By co-operating with business, it is helping to promote good practice, writes David Thurlow.

Eliminating industrial smells and emissions can be just as important as, say, landscaping. "Improving business performance like that has just as much effect on the environment as having a nice park," says John Smith, a BP senior executive who was seconded to Groundwork two years ago and is now a consultant developing business connections.

Last week Mr Smith ran a training course for 18 Groundwork professionals, who will join 20 already working on confidential environmental reviews of small and medium-sized businesses, on request. At a transport company, for example, the review team would look at energy saving, waste disposal of oil and fuel, noise, movement of goods, packaging and the effect on people living around the business.

Feeling environmentally challenged? Then call for Groundwork

"We are developing our business arm more to help the small and medium businesses with up to 200 employees," says Mr Smith.

So far Groundwork teams have carried out 150 reviews, sponsored by BP. The aim is for a team to go into a business for up to a week and examine all aspects to see how it is working, how it can be improved and how the firm can prepare for forthcoming legislation. In this way they can reduce the cost when the time comes.

"Mr Average does not want to go to a big conference or seminar in London or Manchester. He wants advice on the ground, and because we have 30 trusts we are locally positioned to do that. Businesses have to plan to prepare themselves for the needs of the future, but have no time to understand all the bits and pieces."

Once we assist them they are in a strong position to plan a sound environmental strategy. New regulations are coming in all the time and one of our key objectives is to create sustainable links between Groundwork and the business community."

British Gas is carrying out its own environmental audit of all its 4,000 sites in 50 countries. The audit is on the same lines as the reviews undertaken by Groundwork and with the same end in mind: a better environment, an ideal of increasing interest to business. The British Gas audit, which cost £5 million to start up, is now one third completed.

The audit takes in more than the buildings and the physical impact of a site. It looks at the installation and everything that goes on, and the effect on the surrounding community, liaising with the local people and schools, to see what is good and not so good.

Denise Church, business issues manager at British Gas, said: "We are testing whether we are doing all we should be doing, and looking for examples of good practice and experience."

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BT strives to help people with disabilities in two ways. We provide a wide range of products and services geared to their special needs. We are proud to be one of the biggest corporate sponsors of disability causes through our BT Community Programme.

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Two major new advances have been made in the telephone service over the past year.

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Typetalk uses text communication and voice translation to give deaf and speech-impaired people full access for the first time to the national telephone network.

It has been developed by BT and the Royal National Institute for Deaf People who manage the exchange with BT funding.

Calls are charged at normal rates, and there are phone bill rebates to help cover the extra time spent in text communication.

And for blind people and those with poor sight, braille and large print bills are now available at no extra cost in a service developed by BT and the Royal National Institute for the Blind.

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TAKING TIME TO CARE



## TELEVISION page 36

The little people come out of hiding as The Borrowers becomes a cosy teatime serial

## ARTS

## THEATRE page 37

Wexford Trilogy: vivid portrait of small-town alienation from one of Ireland's best dramatists

**THEATRE:** Good new plays for children will nurture the adult audiences of tomorrow, argues Andy Lavender



## Stage-struck from the start

Earlier this year, W.H. Smith launched its Plays for Children Awards, making available £20,000 in prize money to be divided between the four best plays written for young audiences. The response astonished everyone involved. The West Yorkshire Playhouse, which will stage at least one of the winning entries, received over 700 scripts among which, according to the Playhouse's artistic director Jude Kelly, "there's a lot of good stuff". Judging has just begun.

Even allowing that playwrights are usually desperate for cash, the awards have clearly struck a nerve. Not before time, says Kelly. "When I see good children's theatre it excites me so much, but there isn't a lot of very good work around. Theatre writers don't think of children as a demanding audience, and there's no prestige in writing good shows for families or for children."

The awards are intended to change all that. Writers lured to this new young world will find that it is already on the move. There are now over 300 companies produc-

ing plays specifically for young audiences. Many are affiliated to the Children's Theatre Association, a development organisation whose very presence betokens the increased sophistication of this area of work. London has two venue-based companies (the Polka and the Unicorn) catering exclusively to the under-12s, and child-friendly theatres across the country include plays for children in their repertoires.

Pre-eminence in this respect is the National Theatre. Last week saw the start of "Breaking Boundaries", a mini-festival of shows at the National and Kilburn's Tricycle Theatre (now touring), performed by some of Europe's leading children's theatre companies. Here, we are in the realm of something more sophisticated than a few grinning clowns indulging in a spot of juggling. "The work produced in Europe is very different

from that produced here," says Jenny Harris, the National's head of education. "It's much more adventurous, challenging and exciting. Children's theatre in this country is considered as something you do to get your Equity card, then you grow up and become a real actor. On the Continent it's taken much more seriously."

It is taken seriously at the National now as well. Early in his reign the theatre's director, Richard Eyre, stated his ambition to have a show for young audiences in the repertoire throughout the whole year. That has not yet happened, but a host of current and forthcoming productions suggest that it is a challenge the theatre is not taking lightly.

Not that everything in the children's theatre garden is rosy. Companies complain that they have suffered a "battering" over the past few years, as legislative reforms

to arts funding, local government arts provision and the national curriculum have each, one way or another, had an adverse effect on the field. Children's theatre, almost by definition, needs extra subsidy. Tickets must be cheap, and venues can hardly expect to sell great quantities of beer during the interval. But those involved are adamant that its production values must match those expected by adults.

In the long-term, in any case, there is a clear economic reason — as well as educational and philanthropic arguments — for producing first-rate children's theatre. Twenty per cent of Britain's population is aged under 16 and, in the words of a recent report commissioned by the Children's Theatre Association, "the young are increasingly seen by mainstream venues as the last untapped market segment".

What should companies bear in

mind when they start tapping? "People who produce theatre for children often think that children just want fun and games," says Jenny Harris. "That's absolutely not true. Children like strong characters, good plots, but they also like very imagistic things where their visual imagination is challenged." Children, she insists, have bigger minds than many adults assume.

Amanda Harris of Kneehigh Theatre Company, a touring outfit based in Truro, remembers that when her company presented Ibsen's *Peer Gynt*, "teachers were worried that the story was too complex". But the children didn't worry at all. "They enjoy big characters, they like surprise and they like spectacle."

This clearly offers new vistas to the writer. It is therefore less surprising that the country's foremost exponent of boulevard the-

atre, Alan Ayckbourn, has started exploring them. In the last six years Ayckbourn has written five plays specifically for family audiences ("I'm very interested in providing plays that parents can sit and watch with their children," he remarks). The most recent, *Mr A's Amazing Maze Plays*, appeared at the Stephen Joseph Theatre in Scarborough and is set to open at the National Theatre in the spring.

"I discovered that laughter is quite low on children's priorities," Ayckbourn observes. "They don't mind a laugh, but actually the emotional palette is wider than that. What do we remember from our childhood? Not the funny jokes but Bambi's mother dying, for God's sake. At least I do. I remember the things that frightened me, that made me cry. So children want tears, some sadness, some excitement, some tension, some fear as long as it's controllable — I don't

think you can ever scare them enough, they like that — as well as, of course, humour."

This kind of playwriting, then, is not a holiday from serious work. "God, no, no, no!" exclaims Ayckbourn. "The thing about writing for children is that you've got to be really good, really on top of your craft. Children's theatre, for me, has sharpened up my perceptions as a dramatist. An adult will always give you ten minutes at the beginning of a play. Kids just look at it and say 'boring' within seconds; or if you are lucky become totally and captivatedly involved with it. The nice thing is that they're a generation that comes from the computer world and television, where images move very fast. You can take them at quite a speed, and they'll jump with you."

There is a future payoff, too. "We've got to give children the best theatre we can, and not stunt them," says Ayckbourn, "because the experience they get before they're the age of 12 is going to last them a lifetime. We're going to be very grateful to them when they are 40-year-old people bringing their own children."

**OPERA:** Martin Hoyle previews a fascinating London premiere

## Stranger without the voices

Pier Paolo Pasolini's film *Teorema* is familiar to British audiences: a very 1960s allegory of a beautiful stranger (Terence Stamp) who arrives in a well-to-do Milanese household, seduces parents, children and servant, and departs as mysteriously as he appeared. The family disintegrates, revealing, according to Giorgio Battistelli, the "hypocritical unity based on false bourgeois values".

Battistelli is the composer, still in his thirties, whose setting of *Teorema* as music theatre reaches the Queen Elizabeth Hall on Wednesday. A dapper, bearded figure, he looks more like an Elizabethan swashbuckler than a Dave Spill, and soon admits that the political message of the original was relevant to a specific period and particular circumstances.

His interpretation of the strange reflects this. "I once asked Pasolini if this was an angel or a demon. He smiled and said 'half angel, half demon'." The composer sees the unknown guest as a sort of excommunicating angel and is delighted that the production by Lucy Bailey — the young English director, most recently involved with John Taverer's *Mary of Egypt* — echoes this.

For Battistelli the barriers between theatre and music are paper-thin: he finds drama inherent "not in music, as in Wagner," he insists, "but in sound". The conventional use of instruments to portray indi-



Giorgio Battistelli's *Teorema*: breaking down barriers between music and theatre

viduals or emotions — the daughter's insanity, complete with harp, is an affectionate nod towards traditional musical madness — is taken further to include the sounds of everyday life: "objects, things, household noises, recreating the sounds we hear in the house, the office, the city".

When not playing, the orchestra is responsible for providing the sound of breaking glass, alarm clocks, running water and much else. Despite a massive use of amplification, with loudspeakers suspended over the audience, Battistelli insists that all the sounds are natural, whether orchestral or non-musical. "There's nothing

electronic, no tape." And, despite the work's categorisation as an opera, there is a surprising lack of another ingredient. "For the first time we have an opera with no singers — or rather, mute singers, without voices," says the composer proudly.

"In the film the characters talked very little. Movements, looks, silences were important." In the opera verbal contributions are saved for narration while the main characters move through their artificial half-life in a near trance, almost in suspended animation.

The work had its premiere in Florence last May and has

since been performed in Munich, as befitted another brainchild of Hans Werner Henze with his transalpine festival axis. As with Turnage's *Greek*, Henze's flair for assembling a creative team pays dividends. The Italian press seemed affronted that the sacred Pasolini should have been touched; foreign critics (including this paper's) were fascinated. The European Arts Festival raises its rather blurred profile with what should be a memorable contribution.

● *Teorema* is at the Queen Elizabeth Hall, South Bank, London SE1 (071-928 3800) on Wednesday at 7.45

## Nige gives armchair listeners a hand

THE musical virtues of Nigel Kennedy's new recording of the Beethoven Violin Concerto have yet to be assessed by the critics, but in one respect the CD certainly scores over the recordings by Menuhin, Perlman, Oistrakh and the rest. It begins with a track entitled "Tuning and Applause" — 72 seconds of the stuff. The idea is presumably to give armchair listeners the impression of being in a concert hall. Or, in the immortal words of the fiddler's own sleeve note: "I hope you have the rumour of all 'real live' experiences with this album."

Kennedy's sleeve note also includes the "revelation" that other live recordings are sometimes touched up in the studio afterwards: news that will come as a rude surprise to nobody at all. And for good measure Kennedy throws in his standard abuse of music critics from the "elitist press". He feels they are "making a living out of bullshitting about music".

EMI, the company which has brought out the CD, is not exactly rushing to endorse Kennedy's attack of the people responsible for reviewing EMI recordings. "Nigel does his own sleeve notes, and he is entitled to write what he wants," says an EMI spokesman carefully.

● LAST April's 16 performances of Robert Lepage's solo show *Needles and Opium* were virtually sold out before its opening night, so those who missed out last time, or who need another fix of Lepage's multi-media mag-

### ARTS BRIEFING

ic, would be wise to move smartish when the show — 90 minutes of mesmeric film, soliloquy, acrobatics and jazz — returns: five performances only at the National Theatre (Olivier) from November 16 to 20.

#### Delays en route

WHATEVER the complaints about the capital's buses and trains, the London Transport Museum — which opened 12 years ago in the old flower

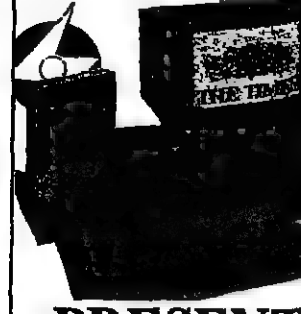
market in Covent Garden — has usually managed to send visitors into transports of delight. Around 160,000 people gawp at the old trams each year.

The bad news is that the museum is to close next March: the good news is that it will reopen in December 1993 completely refurbished and expanded to include new galleries. The cost, £3.5 million, will be borne by London Transport, which is required by law to preserve its historic collections. What will be in the new galleries? One at least will be devoted to "telling the story of the Underground map", one of the great triumphs of British design.

#### Last chance...

FROM the pun in its title to the dancing-in-the-aisles finale, *Good Rockin' Tonight* has been among the brightest of the pop and rock compilation shows that once threatened to take over the West End. The paper-thin narrative of television producer Jack Good's obsession with rock 'n' roll is wrapped around pop songs from the mid-Fifties through to the Sixties, belted out by a multi-talented cast, young lookalikes for everyone from Gene Vincent to the Vernons Girls. It will surely resurface on tour, but for now it closes at the Prince of Wales (071-839 5987) on Saturday.

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THEATRE REVIEWS: *A Handful of Stars* at the Bush; 18th-century comedy; and a play commissioned by Oxfam

# Three steps to a life of trouble

Benedict Nightingale hails a London showing of the plays in Billy Roche's magnificent Wexford Trilogy

Last week the setting was a pool hall, a murky lair with peeling walls and the Sacred Heart of Jesus inconspicuously perched over a jukebox. Tomorrow and for the next four days it will be a betting shop, and all next week the sacrality of a church. Billy Roche's Wexford Trilogy is hardly offering the kind of tour of his native town that Americans come with video cameras and glossy guidebooks to take. Rather, it traces a maggot's route into the very core of what is, it turns out, a surprisingly rewarding place.

Since they have never before been played in repertoire, it is not yet clear whether Roche's three exercises in miniaturism will cohere into a single mural. We must wait for the revival of his *Poor Beast in the Rain* and his *Belfry*, which the Bush presented in 1989 and 1991 respectively, before finally judging the overall quality, shape and tenor of his portrait of Wexford. But there is enough in *A Handful of Stars*, which launched both the trilogy and his career back in 1988, to show why Roche is regarded as the most striking dramatist Ireland has produced since Brian Friel.

At the centre is the subject several English-speaking dramatists have treated in recent years: the transformation of a tearaway into permanent prison fodder. Jimmy Brady (Gary Lydon) is already categorised by much of Wexford as a bad hat when we meet him, ineptly playing pool with his chum Tony (Aidan Gillen), and soon he has guaranteed that no respectable head would dream of wearing him. He drinks, fights, steals, and upsets his nice girlfriend (Dervla Kirwan). Finally, he runs amok with a shotgun, his face covered with a stocking through which, sadly, all Wexford can spy the Brady cheekbones and nose.

Imagine the solemn denunciations of "society" that would be built into some British playwrights' treatment of so extreme an instance of alienation. But Roche wants life, not moral opinion, to write his plays. "Whose fault is it?" asks Jimmy as he glumly waits for the police to come and get him, "tell me who's to blame." And the answer is to be found everywhere and nowhere.

In his debt way, Roche gives Jimmy a difficult background. There was a put-upon mother and a violent father who is now drooping away his days in a hostel for the homeless. Yet it

**'Roche wants life, not moral opinion, to write his plays'**

was Jimmy's brother, by all accounts an impressive young fellow, who eventually threw the old man out of the house. There are others in the play, too, who have contrived to come from bad or broken homes without becoming criminals. Maybe Jimmy was born wild, as Wexford thinks. Or maybe he is taking scattershot revenge for wrongs done and love denied him. It is one of those cases where psychiatrists may argue with sociologists, and criminologists take issue with old-fashioned coppers, and nobody will come up with a complete explanation.

Whatever the responsibility, Wexford itself is surely implicated. As the plays he wrote after this also suggest, Roche's feelings about his home town are pretty ambiguous. Though the old ways are dying and the old ties fragmenting, it is still a community of sorts, and in some ways an oppressive one. *A Handful of Stars* is not the kind of piece that deals in heroes or villains, but its most

unappealing character is certainly Conway (Des McAleer), who recurrently emerges from the pool hall's members-only room with macho advice or supercilious put-downs. The instinctively conformist Tony hero-worships him and inches one day to follow him into his inner sanctum. Jimmy thinks Conway a "creep", and with some reason, since it is under Conway's nudging yet self-righteous influence that Tony has got his girlfriend pregnant and now feels impelled to marry her.

There are not many plays which leave us able to discuss and disagree about the characters as if they were actual, unpin-downable people but in its unpretentious way this may be counted among them. Even minor figures — a policeman, an antique caretaker — have their own points of view and stories to tell. Roche seems to have been born with Chekhovian gifts. He can see people from the outside, feel them within, and, while respecting their individuality, suggest that they have a significance beyond themselves. The concerns of the play and those that follow it include the craving for roots and the tendency of roots to destroy the spirit, the emotional power of parents and the past, the struggle to become a self-sufficient person: subjects for us all.

I hope to say more about Robin Lefevre's excellent company as the season progresses. Now, it seems enough to ask if they couldn't tone down the Wexford brogue, which can bounce in and out of English ears without leaving all its sense behind. Also, could not Lydon inject more danger into the role of Jimmy himself? To me, he verged on the bland. Yet my companion, who works part-time in a London prison, found his moody, self-absorbed manner absolutely familiar. And this is not a trilogy apt to get things wrong.



Table talk: Gary Lydon and Liam Cunningham in *A Handful of Stars*, the first of the "three exercises in miniaturism" which make up Billy Roche's Wexford Trilogy, now being staged at the Bush in London

## Cities built on poverty

Women in the Dust  
Riverside Studios

THE workers shovel wet cement on to trays, pass them along, balance the loads on their heads up a flight of steps. A familiar enough spectacle on a building site except that these labourers are women, their equality the ironic prize endowed by that great leveller, poverty.

Sue Mayer's design gives us an on-site concrete skeleton flanked by the brick huts, no more than glorified dog kennels, where the migrant workers live. This is India, and the company Tamasha, with the Bristol Old Vic, sheds light on the phenomenon of villagers drawn to the city by minimum wages in time of drought but longing to go back to their rural lives.

The fiftieth anniversary of Oxfam is a sombre occasion to celebrate. The author, Ruth Carter, might have been tempted to give us straight documentary, but presents a varied gallery of characters against the background of jobbery and inefficiency at every level. And as the fascinating programme notes observe, the Indian government is often among the worst offenders.

Despite its Oxfam commission, the play can mock those do-gooders whose attempts to bring work show little sense of relevance. The heart of the drama, however, lies with the workforce: from the older woman (Jamila Massey) steeped in the village tradition, to the child bride unsure of her age. Birth, copulation and death recur in these urban camps, with their attendant pains and pleasures. Kristine Landon-Smith directs at a pace with perhaps too much of the inexorable, stoic resignation of the sub-continent; but there are fine performances from Shiv Grewal (a welcome touch of humour) and Sudha Bhuchar and Nina Wadia, who double as both labourers and very different socially aware sisters.

MARTIN HOYLE

## Marital drowse

"HELL," said the Duchess and spat into the fire. This first line for a novel was once recommended as certain to force the browser to go on reading. A similar trisyllable must have stirred the Drury Lane audience in 1705 at the opening words of this comedy by Richard Steele, when one man enquires of another: "Well, Mr Fainlove, how do you go along with your affair with my wife?"

This is not, however, a play in the Restoration mode showing rakes nimbly wives with the connivance of their spouses. The age of the sentimental comedy was close at hand. Clermont Senior, the speaker, is a tender husband and Mr Fainlove turns out to be a woman in disguise, employed to encourage his wife to make a fool of herself.

All goes according to plan: silly Mrs Clermont is caught kissing her heedless wonder, swoons and awakes with a change of heart. She accompanies Clermont into the country to live happily ever after.

The characters talk and talk, and very little of it proves

**The Tender Husband**  
Watermans,  
Brentford

amusing or interesting. Rather better is the second plot involving Biddy Tipkin (the fine Anna Farnworth), a "Quixote in petticoats". Better still is the galumphing West-Countryman Humphrey Gobbin, the inspiration for Goldsmith's Tony Lumpkin. The play's energy leaps upward when Ben Crocker (also a co-director with Lucie Fitchett) bounds on, though the wittier lines come mostly from John Conroy's urbane lawyer, Pounce.

Elegantly designed and costumed by Kit Line and Nigel Winborne, this touring production by the Magnificent Theatre Company is courageous, but does show why the play has not been professionally staged since 1808.

JEREMY KINGSTON

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# Early to learn, early to shine

The benefits of good pre-school education are beyond doubt.

Kathy Sylva and Peter Moss

say the time for action is here

Most children going to playgroup attend for less than 10 hours a week. Most children in nursery education (88 per cent in 1991 in England) attend on a part-time basis of five half-day sessions a week. Most playgroups and child-minders (which between them, provide more than half of all places) are under-resourced; this is reflected in poor pay and conditions and low levels of training for most workers in these services. The provision made for four-year-olds in reception classes is often inappropriate.

Early childhood services may be diverse, but this does not mean that all parents have a wide choice. Mainly because of financial constraints, most places are private and depend entirely on parents' ability to pay. The proportion of places dependent on parental fees, as opposed to public funding, rose from 56 per cent in 1980 to 60 per cent in 1991; including private schools, unregistered child-minders and nannies would increase the private market share.

The most rigorous study of the long-term costs and benefits of nursery school has been carried out in the US. In 1984, J. Berrueta-Clement and his colleagues studied 126 children from impoverished families who attended a high-quality, intellectually oriented nursery education programme intended to give children a firm foundation for starting school. The design of the study was simple: half the children were randomly assigned to the programme and half stayed at home, which they were designed to do anyway since there was no public provision available at the time.

Progress of the two groups of children was followed carefully from the moment they entered the special nursery school until the age of 19, when many had jobs and families of their own. The results showed that the children who attended the nursery

school were doing better all through the school years than their peers who had not attended the pre-school programme.

The most compelling results came from the two groups of children when they were young adults. The group who had attended nursery school were functioning well in society; they were more likely to have jobs, to have completed school or training, and less likely to be sent to "special education" classes. The children who did not attend the pre-school programme were more often detained or arrested by the police and scored lower on tests of "everyday problem-solving". The girls had more teenage pregnancies.

Mr Berrueta-Clement and his colleagues carried out a cost-benefit analysis on the intervention programme. First they calculated the cost of operating the programme, then they estimated the price to the government of children not attending the programme: the cost of criminal proceedings, special education, social security benefit to single parents and so on. In the end, they concluded that for every \$1,000 invested in the children who attended the pre-school programme, \$4,130

was returned to the taxpayer (after allowing for inflation) by way of savings on educational or social problems later in life.

The researchers claim that a "virtuous cycle" began when children left the nursery to enter formal school. The children who experienced the pre-school programme based on active learning were "ready" for school. Both their teachers and their parents began to expect them to do well.

A UK study focusing on the effects of early education was carried out in 1986. Ninety children from working-class homes were studied during their first year at primary school. Half were "graduates" of well resourced local authority nursery education, while the other half (matched on age, sex and social background) had attended playgroups, poorly resourced and



Nursery school children: more persevering and learning-orientated than children from parent-run playgroups

managed by parents working on shoestring budgets. There were many differences between the two groups of children as they settled into school.

The nursery education "graduates" were more persevering when they encountered obstacles in their work and more learning-orientated when they approached the teacher. They spent more time in "academic" tasks, demonstrating higher motivation for school.

Well resourced nursery education, staffed by fully qualified teachers, fostered autonomy, perseverance and academic motivation in ways that playgroups operating on parental enthusiasm and a limited budget could not.

A recent study of a large sample of children in a northern metropolitan area showed that children who had had nursery education scored higher in national curriculum tests in year two than their peers without nursery experience, especially in maths.

The benefits of high-quality early childhood care and education are particularly clear for children from disadvantaged backgrounds and for children

over three, although some evidence points to benefits for children younger than three and from a wider range of social backgrounds.

These services are important for other reasons. They can provide a range of functions—care, socialisation, support, economic—for a range of different groups—children, parents, families, local communities, employers. Children and parents have many educational and social needs which services can help to meet; but to do this, services need to be "multi-functional".

Early childhood care and education services in the UK are inadequate in many ways. They are unevenly distributed and receive limited public funding. There is also compartmentalised thinking about services: the need for "childcare for working parents" is often discussed in isolation from services for children with non-employed parents; the Children Act concentrates public responsibility for provision on a minority of children "in need" (defined in terms of disability or problems of health or development);

"pre-school education" is often equated with "nursery education" for three and four-year-olds. Despite their importance, and their manifest inadequacies, there has never been an overall review of early childhood care and education services in the UK, nor a comprehensive and coherent national policy.

Such a review should be accompanied by two other enquiries. The first would look at policies to reconcile employment, caring for children and gender equality. The second would look at the costs of child-rearing and the allocation of these costs; it would include the funding of services and the

question of costs and benefits. These three linked reviews would provide the basis for framing a national policy on early childhood care and education. Then action is required. The UK needs a comprehensive and coherent system of high quality and affordable early childhood services. Investment in such a system would pay for itself. Everyone gains; nobody loses.

●The authors work for the Institute of Education, London University. This is an edited version of the sixth briefing by the National Commission on Education; free copies are available from the NCE, 10-18 Manor Gardens, London N7 6JY.

## Having rote, move on

The curious thing about rote learning is that nobody knows what it is. Everyone knows it to be a bad thing; that it used to go on in the 1930s before we became enlightened; that with chalk and slate it was to be found in board schools; and of course that it is mindless and mechanical. But nobody knows what it means.

There is a useful *Encyclopaedia of Psychology* edited by Professor Eysenck and others; but it has no entry for rote. In the *Oxford English Dictionary* there is a scholarly vacuum enveloped with mysteries: nobody knows the etymology of rote. In the compilations of cognitive science which address memory there is no reference to rote learning. Is it then a word? Or just a brick—a term of abuse? I have a few suggestions.

Would one, to begin with, think of a Sibelius symphony as being learnt by rote? Surely not. This gives a clue to our understanding of rote memory: it is essentially verbal. But Muslim children in their *madrassahs* learn the Koran in classical Arabic, a language they may not know.

So learning by rote, though a form of language learning, may be of meaningless or unfamiliar material. Try memorising the Japanese word for death from overwork: *karoshi*. Even some degree of familiarity with the phonology (the sound forms) of Japanese will not make this an easy word to recall in a day or two.

Verbal memory has been particularly carefully studied by experimental psychologists. It appears that this is an innate capacity that develops with use. Of particular interest is the interaction between learning to read and the development of verbal memory. As reading skill increases, so

does memory capacity. Poor skills in this area are associated with learning difficulties such as dyslexia.

So it is all the more unfortunate that rote learning, indeed all "memorisation", has fallen under a cloud. Such is the march of progress that not only are written arithmetic skills, which draw heavily on memory, downgraded but "mental arithmetic" especially is scorned as old-fashioned. And the phonic teaching of reading, which articulates precisely the phonological skills at the root of decoding, has been under

attack for decades. Children today show no lessening of interest in nursery rhymes prior

to school. Ditties such as, "Ooh, aah, I lost my brail I left it in my boyfriend's car!" circulate among girls at posh private and state infant schools alike, though mostly before the age of comprehension. But if children's natural interest in the poetic roots of print is no longer encouraged, their connection with the other world of books, and the life of what T.S. Eliot called the "auditory imagination", may be weakened.

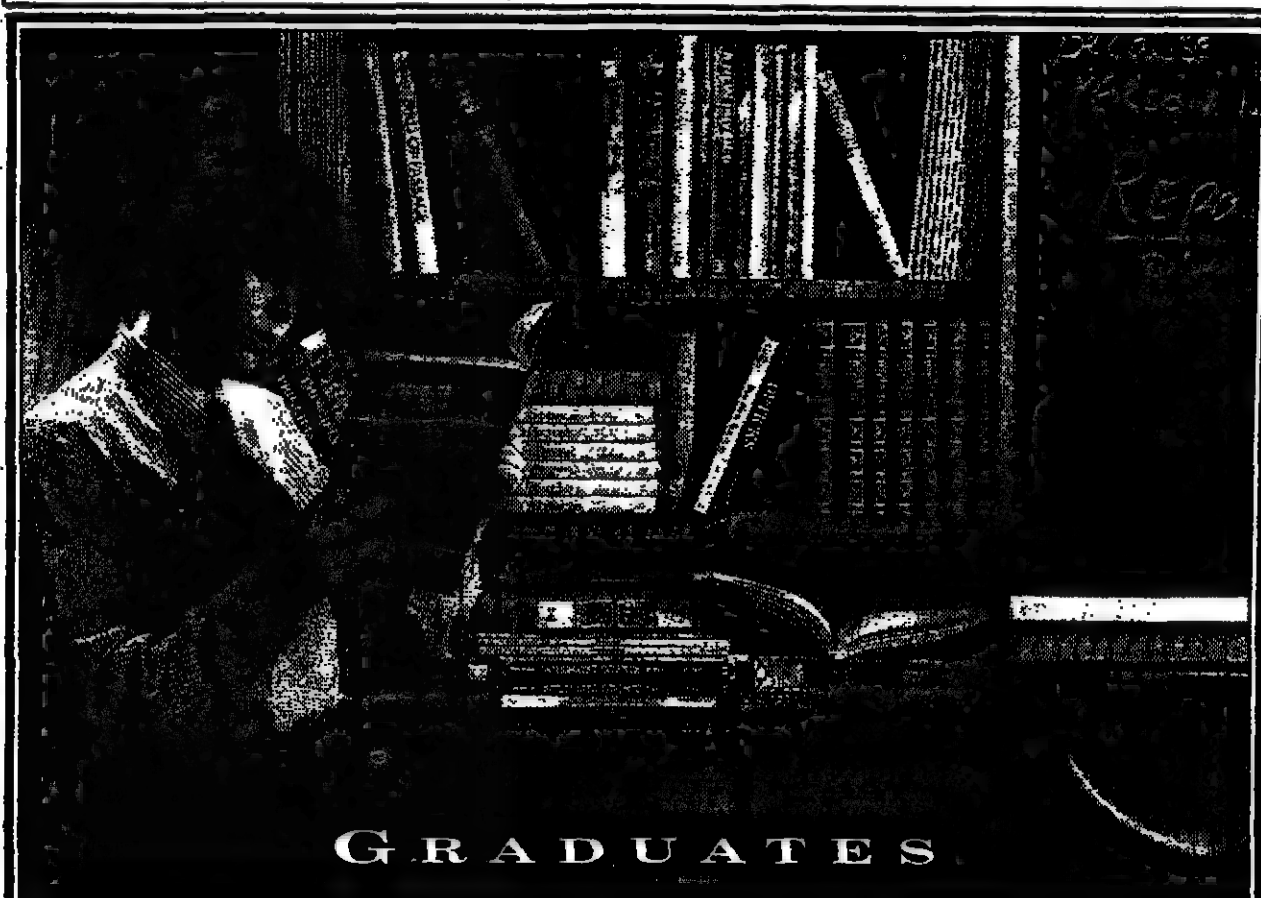
And the etymology? Perhaps we need look no further than the Bedfordshire preacher whose predicament formed such a bond of fellowship with Terry Waite. In the second part of *The Pilgrim's Progress*, before setting forth after her husband towards the Celestial City, Christiana is advised to read a letter "to thyself and to thy children, until you have got it by root-of-heart". Shortened to rote, this reveals the secret: a turning of words so deeply internalised that they have become a comforting presence.

●The author is head of psychology at the Dialectic Institute. His collection of poems, *Trespasses*, is published by Faber and Faber today.

### VIEWPOINT

Martin Turner

## EDUCATION



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## Carrying the torch for crafts and trades

Once there were apprentices. Now there are undergraduates.

Matthew d'Ancona meets the learn-it-at-work champion



Graham Webb: raising the status of vocational training

Hairdressers are meant to make waves; but not the kind that annoy the establishment. In this and other respects, Graham Webb, chairman of Graham Webb International, upsets many of the stereotypes that bedevil his much-mocked trade: he laughs at his "Sharon and Tracey" image. Now this highly successful businessman, founder of a chain of salons and his own brand-name line of products, is starting a lone campaign to raise the status of vocational training in a country where academic qualifications conquer all.

Talking at the Institute of Directors in London, of which he is a fellow, Mr Webb argues that the drive to coax a third of all school-leavers into higher education will discourage teenagers from considering a non-academic route. "It's become a bit of a mission for me. I'd like the government, the big employers' organisations and journalists to see more of the potential there is in the craft and trade fields—things like landscape gardening, building and hairdressing."

The first step has been to breathe life into the Young Enterprise scheme in Kent, his home county. Last year only six employers attended its awards ceremony. This year, with Mr Webb's chivvying, 140 turned out. "When I told the schools to bring their goods to sell, they were amazed," he reflects.

He is also using his position on the small firms council of the Confederation of British Industry to press home the point that National Vocational Qualifications (NVQs) are as important to the nation's prosperity as GCSEs and A levels: that raw enterprise should be valued as much as pure intellect. (Needless to say, he was not impressed when a senior CBI official warned in an interview that Britain risked becoming "a nation of hair-

dressers.") At school, he says, pupils are made to feel that such occupations are the resort of the drop-out.

"Earlier this century, if you were an apprentice, you were regarded as a good chap. But you're not now. There's been a drive towards the professions. While respecting academic excellence, he thinks schools and the frames of the national curriculum should admit that there is another way. "There is a big pain barrier between leaving school and joining the CBI. There's so much pressure from parents and teachers."

The end result of his little crusade of letter-writing and lobbying, he thinks, could be a

loose-knit pressure group of trade groups fighting for parity in a system which currently prizes the university degree above all else. "Somehow or other the curriculum has got to reflect the end-user goal, and at the moment that end-user goal isn't anything other than university. The GCSE, for example, should have a module relating to devising a business plan or doing accounts."

In France, Germany and Italy, he points out, the educational worth of the trades is reflected in the keeping of craft registers to which tradesmen are properly accredited. Why not here?

Culturally, Mr Webb's anger speaks volumes about the failure of communication between business and education in the era of enterprise. By any standards, he is a Thatcherite hero, a son of the 1960s who played in a band, started his own business and hit the big time in the 1980s. From one shop in Lee Green, south London, his empire has expanded to the United States, where he now has a hairdressing school.

He took his business on a tour of Russia two years ago. His contacts in the White House were good enough to get his 15-year-old son a place on the Bush campaign trail last week. Armed with his portfolio and a genial manner, Mr Webb is upward mobility personified.

Yet he fears that the Thatcher years failed to deliver the cultural revolution which it promised and bequeathed a basically old-fashioned educational philosophy. "I was disappointed by the 1980s. Even in that decade, if your son came home and said he was going to be a plumber or a hairdresser or a chef, most fathers wouldn't have celebrated. But things change when that plumber moves behind a desk and starts his own business."

He faces an uphill struggle. This month's examination league tables, for example, will exclude training qualifications, an omission which has prompted complaints from secondary heads. The Technical and Vocational Education Initiative in schools has been a success but there is concern that the money is about to dry up. There is little private sector cash for new schemes.

But his efforts will surely galvanise those in other trades who seek equal recognition. "I'm not dismissing the traditional approach," he says. "All I'm saying is there is another way."

سكنا من الأصيل



Ten-year agenda for British industry set out as employers meet in Harrogate

# CBI prescribes a growth plan to cure economic ills

By ROSS TILMAN

THE Confederation of British Industry yesterday set out its blueprint for the measures it believes must be taken to revitalise British manufacturing. Setting out a ten-year agenda to cure Britain's economic ills, the employers' organisation set targets for increased productivity, investment and export growth.

Productivity must increase more than 5 per cent a year, a rate comparable with the best annual growth achieved during the 1980s, the CBI said. Investment in plant and machinery must double to £4,000 a year per employee by the end of the decade.

Spending on training, innovation and marketing must also rise if British companies are to outpace competition from overseas.

In addition, Britain must lift its share of world export markets 1 per cent, to 5.6 per cent.

That would add £10 billion a year to Britain's export total, a sum sufficient to correct the deepening deficit of trade in manufactured goods.

Mark Radcliffe, deputy director general of the CBI, and overseer of the report, *Making it in Britain*, said the aim was to "narrow if not eliminate" Britain's "performance gap" by the year 2000.

The report dissected the performance of the main sectors of British industry, ranging from chemicals through electrical engineering, to the

**The Confederation's agenda sets out targets for key sectors on productivity, investment, training and exports, to raise industry's performance by the year 2000**

motor industry. Each must build on its strengths and address its weaknesses, the report said.

The CBI's National Manufacturing Council, which compiled the 64-page report, said that the internationalisation of companies would be a key influence on business in the 1990s.

Companies would focus on what they do best and exploit that expertise all around the world, the report said. As a result, British business should expect both to export more and to increase its manufacturing abroad.

At the same time, investment into Britain should grow.

Companies must also take the initiative in spreading good practice from large manufacturers to small, and to their suppliers.

The government must do more to achieve "certainty and clarity" in economic and financial policies.

Politicians must provide more commitment to investment in infrastructure, training and education.

They should also provide enhanced tax allowances, in line with principal competitor nations, to encourage the in-

roduction of new technology, energy saving, and pollution control.

These would help business cut costs, and exploit growth markets of the future.

Government must also work towards a long-term reduction in the UK's corporate tax "take".

The financial community is also taken to task for past failings and asked to respond to the new needs of the 1990s.

Banks, the report said, should take advantage of the increasing propensity of Britons to save, redirecting cash to companies.

The banks should cut lending margins to companies that can demonstrate they have a thorough training strategy, recognising that such companies have a more robust survival record.

Institutional investors must review their dividend expectations. Payouts have run ahead of profit growth during the 1980s.

Now, the CBI said, it is time for companies to rebuild their balance sheets, and the financial community must play its part by ensuring companies have sufficient financial resources to meet the challenges that face them.



Working for a brighter future: final preparations are made for the CBI conference

## Establishing key priorities is vital to nation's future

The CBI outlines its proposals for action to ensure that

British industry can sustain success in worldwide markets

INDUSTRY has to achieve a substantial improvement in performance over several years to compete internationally on a sustainable basis. Key priorities for individual companies are:

- To establish a clear sense of strategic direction which is communicated and understood throughout the business;
- To recognise the increasing internationalisation of business, exploiting new markets more rapidly. Think globally, act locally;
- To identify critical factors for success within the business with the ultimate objective of benchmarking against the world's best, e.g. time to market, stock turn;
- To develop greater customer focus;
- To recognise that innovation in its widest sense will differentiate between those who succeed and those who do not;
- To recognise that people are the crucial factor in a business;
- To work more closely with the education community and academia, reinforcing industry/education links;
- To encourage closer partnerships between customers and suppliers rather than the traditional adversarial roles;
- To recognise that improved environmental performance gives a competitive edge;
- To communicate company strategies more effectively to the financial community.

with the OECD average:

- Encouragement for investment through enhanced tax allowances in line with our principal competitors;
- Maintenance of a tough line on public revenue expenditure;
- International competitiveness: Ensuring the UK is not placed at a competitive disadvantage because of more favourable support for manufacturing industry in principal competitor countries;
- Ensuring equal implementation and enforcement of existing EC legislation;
- Ensuring a genuine EC single market;
- Influencing international trading agreements;
- Providing political leadership to help secure major export contracts and focus on enhancing successful sectors;
- Continuing to encourage internationally mobile investment projects into the UK;
- Providing greater strategic direction to scientific and technological research;
- Education and training: The achievement of a world-class education system, focusing more on competence and not just knowledge and skills;
- Providing greater focus to the science and technology curriculum;
- Providing adequate resources to ensure the effective operation of TECs and LECs.

Environment: Ensuring that regulation and standards are based on cost effectiveness, consistency and multilateral actions.

**The government must respond with appropriate policies, adequate resources and commitment**

DTI: Providing a champion for UK industry within Whitehall and internationally.

- Securing in-depth knowledge and understanding of the various industrial sectors and their national and international importance;
- Providing easy and direct access for industry to ensure effective consultation and communication.

The most successful industrial nations are characterised by a healthy relationship between industry and the financial community to the benefit of both industry and investors. Key priorities for the financial community are:

- To develop more effective partnerships, recognising mutual interests, between investors and industry supported by clear communication;
- To take a more strategic view on criteria for long-term lending, recognising that manufacturing has shown higher rates of return between 1985-90 than non-manufacturing;
- To develop more responsive financial packages for small and medium companies;
- To ease the pressure on manufacturing companies to pay out excessive dividends, which currently threatens the long-term viability of many companies.

Most of the issues being addressed by the National Manufacturing Council represent deep-rooted challenges. They are vital to the future well-being of the nation, but results cannot be achieved overnight. It requires concerted action by industry, government and the financial community working in genuine partnership. The prize is our future well-being and standard of living. The objective is to make Britain the world's best.



Sir Michael Angus, president of the CBI

## Meeting challenge of world-class manufacturing

A SUCCESSFUL internationally competitive manufacturing base is the key to our future standard of living and quality of life. While there are some signs of a growing recognition of the significance of a strong manufacturing sector to the overall UK economy, it is still inadequately appreciated and some of the misconceived views of the 1980s have not been fully corrected by our leaders and opinion formers. The UK has a growing, but as yet insufficient, number of world class manufacturers to provide the critical mass necessary for a successful manufacturing-based economy. The challenge is to ensure UK manufacturing enters the 21st century able to compete with the world's best. It was in order to meet the challenge, focusing on the key strengths and weaknesses of UK manufacturing, that the National Manufacturing Council was set up this year in response to the CBI report *Competing with the World's Best*. UK manufacturing industry made considerable strides in the 1980s, improving productivity and profitability, output and share of world exports and maintaining a strong commitment to training and R&D expenditure. But the UK was starting from a relatively low base, and despite the improvements, a significant performance gap of between 20 and 40 per cent still exists on a range of criteria with our principal competitors. This is made all the worse by the prolonged recession, not to mention the uncertainty created by the turbulence in European financial markets and the management of UK economic policy witnessed throughout the autumn of 1992. This puts at risk some of the earlier achievements and threatens a further erosion of our manufacturing base.

The NMC has therefore set a number of specific macro-targets which will need to be achieved to at

The Confederation's strategy for industrial recovery is outlined in the document

'Making it in Britain'. Here, we summarise its analysis and recommendations

**'Achieving world class standards is primarily the responsibility of the manufacturers'**

least narrow, if not eliminate, this performance gap by the year 2000:

- Productivity increases of at least 5 per cent a year through the rest of the decade, a higher rate than achieved in the 1980s;
- Doubling of investment per employee in plant and machinery and further real increases in investment in skills, innovation and marketing;
- The achievement of an extra 1 per cent of world trade, worth £10 billion a year to exports and a drive towards import substitution. For many companies, faced with little sign of emergence from recession until mid-1993 at the earliest, these are challenging targets. But our competitors are not standing still. We cannot afford to achieve less. The achievement of world class standards is primarily the responsibility of manufacturers themselves. But other parties too, have obligations. The government, accounting for more than 40 per cent of GDP, is responsible for shaping competitive environment through its economic, education, and training policies, international trading relationships and infrastructure. Financial institutions, as owners and providers, must take a long term view of the benefits of lending to, and investing in, manufacturing.

In the immediate future, much of manufacturing industry is preoccupied with the short term pressures of recession. But in the longer term, there are a number of more fundamental influences that will impact upon the environment in which UK manufacturing has to operate and which will determine policy responses from government, industry and the financial community.

The small size of the UK from a global perspective, with only 1 per cent of world population and 4 per cent of GDP, means big companies now have to regard themselves as global organisations operating in the UK rather than UK organisations with some operations overseas. Even the medium and smaller sized companies, which are predominantly domestically focused, will be influenced by global developments through interlinkages in the customer/supplier chain. The UK is not alone in needing to upgrade its international competitive position.

The EC as a whole has increasingly become a relatively high cost/low productivity area and as a result, its share of OECD trade with non-EC countries has fallen from 25 per cent to 21 per cent over the last 10 years. The dollar areas represent the largest market and the most significant competitive challenge in the 1990s.

Companies need to respond by improving their own performance, but so does government in terms of creating the conditions for sustainable growth, namely low inflation, low interest rates and stable exchange rates. It also requires a commitment, comparable to our main competitors, from all state departments, particularly the DTI, to provide leadership in international trade, the encouragement of inward investment and a level playing field internationally in terms of legislation, regulation and support for industry.

Those nations and companies that can demonstrate the requisite leadership, vision and strategy, as well as enhancing the quality and quantity of workforce skills, are those that will succeed in the 1990s.

In the UK, progress has been made through reforms in the education system, as well as the establishment of national targets, raising the commitment to the training and development of young people and

adults. But considerable ground has still to be made up with our main competitors. Companies have a key role to play through adopting the Investors in People standard as well as in delivering change at the local level through Tecs and Lecs. Manufacturing still suffers from images and perceptions rooted in the past and until it can show that industry represents an exciting, rewarding and challenging career it will struggle to attract the country's best young people.

An increasingly technically sophisticated market place is placing greater demands on companies to provide customised solutions. Faster delivery and assured quality will be minimum entry requirements. Innovation will give the competitive edge, but cultural changes will be required. Companies must also maximise the use of new technology, particularly information technology, driving new product development and continual reducing time to market. Concentration and restructuring of the supply base is inevitable, with customers looking to work more closely with fewer suppliers. Additionally, large numbers of personnel over a decade need to transfer from declining to evolving industries.

With customers demanding higher environmental standards, government is under increasing pressure to protect the environment through new legislative and regulatory initiatives. It is vital, therefore, that rigorous criteria are applied to the objectives of proposed methods or solutions. Otherwise industrial competitiveness will be undermined.

Companies need to recognise that environmental excellence can be a

source of competitive advantage and there is extensive scope for voluntary action. There is also a substantial market for environmental products and processes, but the UK is not matching its competitors in seizing the enormous opportunities.

In addressing these challenges the NMC has established a work programme under four broad headings. Spreading world best management practice: Building a partnership with government: Improving relationships between manufacturing industry and the financial community: Raising the image, status and profile of manufacturing. A number of NMC Groups are taking the work forward, particularly on spreading best practice, and a regular dialogue has been maintained with ministers, civil servants, MPs, the financial community and the education world. The NMC has welcomed the restructuring of the DTI as providing a champion of the wealth-creating sector of the economy. However, it has yet to show that it can succeed in changing some of the entrenched attitudes inside and outside government on the importance of achieving a position for manufacturing industry which compares favourably with the best international standards.

The development of a strong manufacturing industry is vital for the nation. We have a sound base on which to build and some excellent examples of world class companies. But the scale of the challenge and the size of the performance improvement required to achieve international competitiveness should not be underestimated. It will require a genuine partnership between industry, government and the financial community, with appropriate action by all leaders and opinion formers. The prize is our future well-being and the maintenance and enhancement of our standard of living.

**'Manufacturing still suffers from images and perceptions rooted in the past'**

## Wimpey seeks housing boost

By MATTHEW BOND

SIR Clifford Chetwood, chairman of George Wimpey, has again claimed that the recession in the construction industry could last until 1995.

Speaking at a lunch hosted by Nabarro Nathanson, the law firm, Sir Clifford said the building industry was being devastated by recession: "Every four months we lose as many jobs in the construction industry as the 30,000 likely to go from coal mining through pit closures. Our industry accounts for 35 per cent of all job losses in the recession so far."

"Across all areas of construction, things will get worse before they get better - with falls in output continuing through 1993 before gradually slowing in 1994."

Sir Clifford, who first called on the government to intervene to end the slump in September when Wimpey reported a first-half loss of £7.2 million, said he was encouraged by the news that the



Sir Clifford: no end yet

government was committed to capital projects, despite the squeeze on public spending. He looked forward, he said, to the Chancellor's autumn statement. "The one light in the darkness is the government's stated intention to maintain its

spend on capital projects. Clearly the autumn statement is of vital importance to us. We need the capital project spend to be maintained, if not increased."

Sir Clifford believes that "in the next few years the number of major UK contracting companies will be reduced to about five and the remainder will be either owned by foreign investors, or will be an amalgamation of the existing major companies."

Sir Clifford called for additional encouragement to be given to private housing. "A special stimulus is needed for private housing. I would propose increasing the mortgage tax relief ceiling from £30,000 to £60,000 for first time buyers only and for a period of three years. Without this level of government support, the outlook for our industry is extremely bleak and the forecasts for unemployment are catastrophic."

## Food prices likely to rise 14%

FOOD and drink prices are set to rise after the fall in the value of the pound, the Food and Drink Federation has forecast. By the new year, shoppers will be paying up to 14 per cent more for popular foods as the European single market begins.

A spokesman for the federation said: "We had hoped that the price increases could be phased in after January 1, to ease the burden of this inflationary pressure. Unfortunately, it now appears that farm prices will be adjusted overnight when the single market comes into being."

He added that, at current exchange rates, there would be a one-off increase of 14 per cent which would have an effect on high street prices.

The federation calculated that if this took place the price of 250 grams of butter, for example, could rise 10p.

## Worse to come for battered retailers

By MARTIN WALLER, DEPUTY CITY EDITOR

FOR battered retailers, caught in the worst recession high street businesses can remember, the worst may still be to come, stemming as much from changing demographic trends as from a slow climb out of economic slump.

This is the conclusion of a report into the industry's prospects for the 1990s from Staniland Hall Associates, a business forecast service, in conjunction with the Oxford Institute of Retail Management at Templeton College.

By 1996, the real challenge for the high street will be what the report calls "the forces of agglomeration", a combination of factors that will limit the performance of a retail industry that will, by then, barely have emerged from the downturn. They include market saturation in some areas, further inroads into the British market by foreign competi-

tion, price wars, falling target markets, especially young, high-spending consumers who will reduce in numbers as the population ages, and difficulty in finding staff. All these factors will impact at the same time, Staniland Hall says, and could even coincide with a further fall in consumer spending.

The report forecasts a rise in total retail sales volume of less than 3 per cent a year between now and 1996 as the industry crawls out of recession, against 4.7 per cent a year achieved from 1984 to 1989.

Among the trends in specialised sectors, the ageing of the population will require retailers to concentrate more on middle-aged and elderly customers. Staniland Hall Associates, PO Box 643, Alderbury House, Upton Park, Slough, SL1 2UJ.

## Directors' confidence lowest since Gulf war

By OUR CITY STAFF

ONLY 10 per cent of directors now feel more optimistic about the economy, according to the latest opinion survey by the Institute of Directors. Peter Morgan, the IOD's director general, said: "Confidence among business leaders about the UK economy has now fallen to its lowest ebb since the Gulf war". On the IOD's measure, confidence has crumbled since June, when half the respondents said they were "more optimistic".

Business people in the South were the most pessimistic. There, increased confidence had dropped from 15 per cent to 7 per cent, while those said to be "less optimistic" had risen from 57 per cent in August to 71 per cent. But in the North and Midlands, confidence was growing. The number of "more optimistic" business people in the North

had risen from 2 per cent two months ago to 14 per cent and in the Midlands from 14 per cent to 22 per cent.

Despite the general gloom, directors were beginning to grow more positive about their own companies, with 37 per cent more hopeful about their firm's prospects compared with 33 per cent in August.

Nevertheless, company statistics were said to be generally deteriorating. Volume was down and profits were slowly dwindling at a similar rate to orders. There had also been a significant rise in the proportion of directors expecting to cut staff in the next six months. A total of 23 per cent were expecting to shed labour, compared with 18 per cent in August. Only in manufacturing was there any cheer, with 22 per cent of directors expecting to take on more staff, against 14 per cent in August.



## COMMENT

## Agendas for the past and future

Bashing the unions used to be a sure-fire political winner. It was also good for the country when the TUC barons were overmighty subjects, clogging up economic progress and preventing flexible competitive production. Those times are past, partly as a result of previous reforms, though also because of changing industrial structures and two deep recessions. Unions are so weakened, at least in the private sector, that the TUC now attracts the public's sympathy for the underdog, and a visit from Howard Davies of the CBI.

The proposed Trade Union Reform and Employee Rights Bill stems from a white paper drawn up before the election, just in case an appeal to old battles might be politically useful. It received such a negative reception from business that any such idea was dropped. The bill lived on. It contains good things but also three key controversial elements: undermining the TUC's Bridlington agreement against poaching of members, making it harder for unions to presume on the automatic deductions from pay packets, and abolishing statutory wages councils. The first two will annoy the unions but achieve little else: the Bridlington rules have lost their force in practice. Unions have had to accept new arrangements, such as single union agreements, which employers concerned fear could be undermined by legislation. This might be one of the messages the CBI sends to the government. Wages councils are a standing reminder of union weakness, even in the days when they aspired to run the country. Minimum pay rates set by committee offend the notion of free markets and must, at least in theory, reduce job opportunities. That is why previous employment secretaries picked off councils that no longer had much role to play.

CBI leaders, few of whom are affected by statutory minimum wages, may feel that, at this moment, abolishing all the remaining councils at one stroke might give the wrong impression. They only affect jobs where wages are low, overwhelmingly jobs filled by women. Gillian Shepherd, the employment secretary, argues that most of them provide a family's second wage, which seems odd in a labour market where women play a greater role than in any other EC country, save Denmark. Fixing terms of employment on the assumption that wives depend on husbands has, for better or worse, been discarded.

Trade unions will mount a campaign against the bill, arguing that it discriminates against women. That is clearly not its intended drift. For instance, it also enacts an EC requirement for minimum paid maternity leave. There is, however, a tension between these two measures. The government wants to abolish wages councils because they hinder small business, yet is obliged to enact an EC-inspired measure that would impose a new burden.

This reflects a basic difference between the British open market view and Brussels corporatism, which espouses labour laws and high social security taxes that ultimately require trade protection. There is, however, a difference between burdening mainstream labour costs and providing minimum standards at the bottom. The highest council minimum hourly wage for this year was £3.05, well below Labour's proposed £3.40 national minimum and less than most people covered are actually paid. Fewer than one in ten of them works in an industry competing directly with imports.

The economy would scarcely benefit in the long run from creating jobs below this level. That was, after all, the weakness in America's mid-eighties job boom. Indeed, this seems an odd agenda when the CBI will argue this week for a national effort to upgrade the economy's skills and productivity. It has much to teach the government.

David Hale believes the new president needs to make clear his policies on spending and taxation if he is to succeed

In the early 1950s, Charlie Wilson, the chairman of General Motors, told a congressional committee that what was good for GM was also good for America. Since GM had been the country's largest corporate employer for decades, most Americans probably agreed. It is not merely an ironic footnote to history that last week, the day after GM's board announced the most far-reaching upheaval in management since its creation, the American electorate also cast 62 per cent of its votes against the President of the United States. Just as GM's outside directors felt that the company needed a generational transformation, so the American electorate expressed a profound desire for change by electing the first president born after the Second World War, on a platform addressing domestic social issues made more urgent by the end of the cold war.

The unique feature of George Bush's presidential failure was not the depth of the recession but the weakness of the recovery that followed. Since the second quarter of 1991, the economy has experienced output growth of only about 1.3 per cent compared with growth rates of 5-6 per cent in earlier post-war recovery periods.

Several factors contributed. The US is in the midst of large defence spending cuts. Since 1989, the Pentagon has reduced employment by more than 400,000 while defence-related companies have cut nearly as many jobs. By 1996, defence's share of GDP is likely to be below 4 per cent against a peak of 7 per cent during the Reagan years.

Second, the banking system shifted to far more cautious lending policies after 1989 as a result of huge loan losses and tough new standards for capital adequacy. America shifted from easily available high-cost money to severely rationed low-cost money. This new aversion to risk has severely reduced credit access for property developers and small businesses. After creating jobs at the rate of 100,000 per month during the long boom of the 1980s, small business created only 16,000 per month during the first half of 1992 and could no longer compensate for retrenchment and productivity gains in big companies.

Third, supply side shifts resulting from the dollar overvaluation of the 1980s also caused import penetration to rise sharply when recovery began. Since 1991, imports have



Maths tested: analysts think President Clinton's tax revenue assumption is too high by \$15-20 billion

expanded at a 10 per cent annual rate despite only 1.7 per cent growth in domestic spending. Finally, the White House was reluctant to pursue a more expansionary fiscal policy because of the rise in government debt during the Reagan years and a desire to protect the 1990 budget accord that had violated Bush's pledge never to raise taxes.

How will Clinton modify US economic policy to produce a stronger economy with more equitable distribution of the benefits from growth? The Democratic platform proposed extra federal spending of \$220 billion over the next four years on public infrastructure, training and other social programmes. Growth of the budget deficit would be limited through tax rises on high earners and multinational corporations, and larger cuts in defence.

The new president will have advantages over President Bush in getting his fiscal programme enacted. He controls both houses of Congress. Tight sectoral spending targets in the 1990 budget accord will be replaced next year by a target for total spending, allowing a shift from defence spending to other sectors without violating the overall expenditure target. The government may also be depending on defence by up to \$18 billion per annum compared with the 1990 targets. The main problem with the Democrats' fiscal

programme is the tax revenue assumptions. The Democrats claim they will obtain about \$10-11 billion through changes in the tax rules for multinational firms and an additional \$20-22 billion through higher marginal tax rates on the top 2 per cent of taxpayers. Most fiscal analysts believe these estimates are too high by about \$15-20 billion.

Nevertheless, Mr Clinton should be able to pursue a modestly stimulative spending package without expanding the federal deficit by more than \$20 billion next year. So long as the US economy is subdued, the markets will be prepared to accept at least a moderate amount of fiscal stimulus. Private credit expansion during the past two years has been the weakest in the post-war period. The slackness in the real economy also suggests inflation should average only 2.5 per cent in 1993.

The Clinton team will, however, have to face medium-term constraints that did not confront the Reagan administration ten years ago. America already has a much larger debt and budget deficit. Net government debt now exceeds 50 per cent of GNP compared with 27 per cent in 1980, while the structural budget deficit is already about 3 per cent of GNP. An aggressive fiscal stimulus could boost the structural

deficit to 5 or 6 per cent of GNP, the highest level since the second world war. Since the US currently has a gross savings rate of only 12.0 per cent compared with 17.0 per cent before the Reagan years, it simply cannot afford to permit the structural federal deficit to expand any further. The sharp recovery in bank profitability since 1991 suggests the credit crunch could ease during 1993 and boost growth of money and credit. If it does, there will be less slack to absorb a rise in government borrowing.

The international credit environment during the mid-1990s will also be profoundly different. In the early 1980s, most industrial countries were pursuing restrictive fiscal policies while there was a suspension of bank lending to developing countries. America emerged as the world economy's borrower and spender of last resort. Today, most European countries have large budget deficits while capital flows to developing countries have grown. A large US deficit could, therefore, translate into higher global interest rates by 1994.

These potential constraints suggest the Clinton team needs to develop a realistic multi-year fiscal strategy to lessen fears about credit pressures during 1994 and 1995. Prolonged uncertainty about fiscal policy could drive up bond yields and depress the economy long before any new fiscal

stimulus took effect. The Clinton team must also focus more attention on savings and not let the desire to redistribute income produce tax policies detrimental to the private savings rate. At present, the Democratic platform proposes pushing marginal income tax rates back into the 36 to 40 per cent range for high income people, the group with the highest savings rate. The tax proposals for multi-national firms could also reduce the inflow of foreign savings through direct investment.

As the Democrats are morally committed to reversing at least some of the income shifts to the top 10 per cent of the population, there is probably no way to avoid a rise in marginal income tax rates next year. But the country still needs to pursue a long-term tax reform programme to maximise private savings and investment by shifting from income to consumption taxes.

The Clinton team wants to raise tax allowances for equipment purchases but its primary focus has been expanding public investment, not private investment and savings. There must be an improvement in private savings and investment, not just a change in the mix of public and private investment.

The US was the only leading country that reduced income taxes during the 1980s without developing an alternative revenue base. Countries as diverse as Japan, Britain, and Canada significantly expanded the role of consumption taxes in order to reduce work and savings disincentives.

The Clinton administration will have few opportunities to enhance its control over the Federal Reserve during the next few years. Alan Greenspan's term as chairman does not, for instance, end until 1996. The first opportunity to appoint a new member will occur in February, 1994, when the term of Wayne Angell expires. But there need be no clash with the central bank if the fiscal stimulus is modest against a backdrop of sluggish private credit demand.

The support that Mr Clinton received from many business leaders reflects a widespread perception that the nation has to pursue radical policy actions to break the fiscal gridlock. But the markets will not remain optimistic indefinitely unless Mr Clinton proposes a strategy for correcting the nation's structural savings problem early in his term. Mr Clinton is not personally responsible for the nation's fiscal problems, but he is the president who will have to confront them at the start of his term if he wants a benign economic climate to seek re-election in 1996.

David Hale is chief economist of Kemper Financial Services. Anatole Kalitsky's Economic View will appear on Friday, after the Autumn Statement. His regular Economic View will return next Monday.

## THE TIMES CITY DIARY

## Heley's hints

THE man who rescued Brent Walker is moving up in the world. Richard Heley, head of corporate finance at Hill Samuel, has just been appointed the bank's vice-chairman. Heley, 44, was previously best known for his battles with George Walker as he tried to keep the company afloat. He was one of the chief plotters in the Trocadero on the fateful night in May last year when Walker was voted out of the company by the other directors. But Heley is keen to play down his part in that epic struggle. "My most famous battle with him was a year earlier when his £27 million investment in a bond issue arrived 14 days late," he says. In March this year, Heley finally completed Brent Walker's restructuring and he is, he says, now working on new projects, including MTM, the chemicals company, and Control Securities, the brewing and property group. He hints that he is also working on two other troubled companies that have not yet made public their problems. Heley, now in his second stint at Hill Samuel, first joined the bank in 1974 but defected to BZW 12 years later. He was wooed back in 1990. His latest promotion puts him on a par with exalted company. The other vice-chairman is Murray Stuart, chairman of Scottish Power, while John Slater, his predecessor, is now chairman.

## First among equals

STICKING out among the blue-chip crowd at the CBI conference this week will be Gavin Laird, general secretary

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"Sorry, Buddy - no French fries"

of Britain's largest union, the Amalgamated Engineering and Electrical Union, the first union to take a stand at a CBI conference. "The AEU says it sees little chance of signing up new members from the CBI - it failed to sign up any at the Labour conference or the TUC conference, either - but says its presence is part of the new alliance being forged between the CBI and the unions to put pressure on government. But the alliance clearly has its limits. This autumn, the TUC for the first time invited the CBI director-general to address its conference. By what seems a tactless omission, the CBI has not returned the compliment and has no union leaders among its list of speakers, which includes Michael Heseltine and Sir Leon Brittan. Laird should, nevertheless, feel reasonably at home at Harrogate - the architect of single-union deals now has a clutch of directorships at Scottish TV, GEC Scotland and the Bank of England, a portfolio few CBI members could rival.

## Mills and boom

REMEMBER the days when every City dealer had his five minutes of television fame? Someone who does, and looks back with nostalgia, is Adrian Mills, who has just joined Nomura as assistant director on its money markets desk. Mills, then at UBS Phillips & Drew, was in a group of yuppies who staged a boxing match for the City Programme to show how they dealt with 1980s stress. "We were all shown punching bags and each other," Mills, now 33, reflects. "It was about stress and how to relieve it. It was another era really." Older, and post-yuppy with two young children, Mills has hung up his gloves and now just works out in the gym. "I used to train with the England boxing team in my youth but you can get hurt. I have children to think of now - and I can't take the pain any more."

## Slimline Santa

TIRED of the public perception that money brokers have no heart, three heavyweights at Liberty Eurobrokers are vying to play Santa to an underprivileged family. Weighing up to 19 stones, they are competing to lose weight by December 3. The winner gets to wear the white beard and red boots while the losers fork out £200 for presents. With a month to go, it seems Santa has come down to Chris Neal (19st 4lb) or American Joseph Kelly (17st 10lb) with lightweight Steve Dogworth (13st) likely to foot the bill. "He's right out of the race," Kelly says. "I've lost a stone in the last few days. I really want to play Santa."

CAROL LEONARD

## BUSINESS LETTERS

## First the cash flows, then the water

From Mr Kenneth J. Forder  
Sir, It has always puzzled me why it is that the water companies are allowed to get away with extracting enormous sums of money from the consumer without anyone uttering a protest. I refer, of course, to their practice of demanding payment from you before you receive the commodity.

If you pay your gas bill or your electricity bill, or get a taxi, you pay for the service after you have received it. The only exception is your telephone bill, part of which is rental for the use of equipment. This, understandably, has to be paid in advance.

The amount involved is no trifle. I do not have statistics, but even if one assumes there are, say, five million households paying as little as £100 per year per household, the interest at 10 per cent on cash received in advance by the companies works out at £100,000 per day.

Historically, the advance payment was launched by the Waterworks Clauses Act of 1847, but there were other reasons for it in those days and the provision for payment in advance went unnoticed. Note, too, that in those days

there were no electricity or gas bills for comparison. When electricity and gas bills came into being, consumers were off the mark to make sure that payment was in arrears. The anomaly has been perpetuated until today, when the water companies rely on the provisions of section 76 of the 1989 Water Act to make their own charges schemes.

After receiving no response to these points by the water companies, I turned to Olwat, who, at the end of a spate of correspondence, told me they are prepared to do nothing.

No one I have spoken to can counter my case that the water companies should have their legislation reversed (and without compensation) so that this extortion is brought to an end. I know it is easy to reply that bills will be payable in arrears anyway at such time as we get meters, but that is a long way off, and in the meantime the amount of money in the consumer's pocket can be greatly enhanced if what I suggest is acted upon.

Is it not time that someone took up the cudgels? Yours faithfully, KENNETH J. FORDER, Napier Cottage, Napier Avenue, SW6.

## Need to plan against 'natural' disasters

From C.T.K. Toomer  
Sir, David Coleridge made a fair point in his Mansion House speech when he indicated that insurance can share the burden of risk. Nevertheless, it is not always the case that natural disasters "cannot be prevented".

Such disasters and hazards are rarely wholly natural. More importantly, they can sometimes be prevented and virtually always ameliorated.

As far as businesses and governmental organisations are concerned, many forms of preventative risk "treatment"

are possible. Not only do these involve physical "strengthening" of structures to withstand wind/earthquake etc but also procedural measures such as risk-analysed siting, emergency preparedness and contingency planning. Insurance can still be a useful means of transferring some financial risk but there is still no cost-effective substitute for risk identification, analysis, control and treatment.

Yours faithfully, C.T.K. Toomer, Risk Consultant, Sedgwick James, E1.



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6.00 **Cartoons** (89335)  
7.00 **The Big Breakfast** presented by Chris Evans and Gaby Roslin (41354)  
9.00 **You Bet Your Life**. American game show hosted by Bill Cosby (s) (19198)  
9.30 **School** (160063)  
12.00 **Right To Reply**. The BBC's soap *Elorardo* comes under scrutiny (r). (Teletext) (s) (49336)  
12.30 **Sesame Street**. Pre-school learning series (88977) 1.30 **Dr Snuggles**. Young people's entertainment (r) (90557)  
2.00 **Film: The Bottom of the Bottle** (1966) starring Van Johnson, Joseph Cotton and Ruth Roman. Psychological drama, based on a George Simenon novel, about an escaped prisoner who puts the squeeze on his wealthy and respected lawyer brother to help him escape from the Mexican border. Directed by Henry Hathaway (71048)  
3.35 **Skytravellers**. Vintage documentary about the British Air Services (r) (2345002)  
4.00 **Spirit of Trees**. Series on Britain's trees (r). (Teletext) (248)  
4.30 **Fifteen to One**. Fast-moving general knowledge quiz (s) (480)  
5.00 **Late Late Show**. Dublin's music and topical chat show hosted by Ray Byrne (s) (19151)  
6.00 **Swirecraze**. Drama series about a team of London bicycle couriers (r). (Teletext) (625)  
6.30 **The Wonder Years**. American comedy series about growing up in the 1960s (r) (977)  
7.00 **Channel 4 News**. (Teletext) Weather (647847)  
7.50 **Comment** (823909)  
8.00 **Brookside**. Suburban Merseyside soap. (Teletext) (s) (8064)  
8.30 **Dad's Army**. Comedy series set in a South London barber's. Starring Martin Breston. (Teletext) (s) (7199)  
9.00 **Cutting Edge: Comrades**  
● **CHOICE:** The production team which came up with the excellent *Volvo City* about London's Hasidic Jews for *Cutting Edge*, has now turned the cameras on the Militant Tendency in Liverpool. Although one of the interviewees, Mick Daley, makes it clear that he expects its programme to silt them up, *Comrades* is not in fact out to make its opponents. Instead it allows the Militants to speak out freely about their grievances and about the beautiful life we will lead after the revolution. Daley's mother finds it touching that her son (and also her daughter, a Jehovah's Witness), should have such



The christenings: *Penit, Taylor, Taylor, Jason* (10.00pm)

**10.00 A Day of a Do.** At the christening of Liz's baby her husband Neville looks very proud – until the real father makes an appearance. Starring David Jason, Nicola Pegg, Michael Jayson and Owen Taylor (fr.) (Teletext) (3083)

**11.00 The "Other" Americans: Sins of Our Fathers.** This impressive series turns attention to race relations in the American South in the plight of the Indians. The Mammal family, for example, are lucky enough to have found material success working alongside whites in the Bollweev city of La zee. In the process however, they have had to put aside part of their own culture and have been forced to take a few slaves for themselves. The second half contrasts the Indian dilemma with that of the blacks, descendants of African slaves. A look at the Dominican Republic shows just how complicated things can get. Ever since the blacks came to the island, the Dominicans have been afraid of the Dominicans. The irony is that the Mulattos, as they like to be known, are themselves of mixed race. "We haven't been able to look at ourselves in the mirror", admits one. (g) (61118)

**12.00 Film: One Way Ticket** (1988) starring Angel Muniz. The Latin American Overseas community help to fund this powerful drama from the Dominican Republic about poverty and corruption as seen through the eyes of a group of Puerto Rican illegal immigrants hoping to reach prosperity in the United States. English subtitles.

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**✶ Via the Astra satellite**  
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 7.30am *Football* (82436) 11.00am *Longitude*  
 (2070307) 11.30am *Football* (23066) 1.30pm  
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 3.00pm *Football* (70783) 6.30pm *News* (65335)  
 7.00pm *Football* (70783) 7.30pm *Football* (45002)  
 1.30pm-12.30pm *Footpads* (15255)

**✶ Via the Astra satellite**  
 6.00am *Football* (707457) 6.15 *Jane*  
 and the *Magic Torch* (797354) 6.30pm  
*News* (494515) 7.00pm *Defenders of the Earth*  
 (410047) 7.30pm *News* (410734) 8.00pm  
 8.00pm *Stories and Daughters* (194125) 8.30pm  
*EastEnders* (1240057) 9.00pm *The Bill*  
 (1231408) 9.30pm *The Duchess of Duke Street*  
 (470008) 10.30pm *News* (592024)  
 11.30pm *Terry and June* (237144) 11.30pm  
*Stories and Daughters* (1240473) 12.30am *Neighbours*  
 (466873) 1.30am *EastEnders* (4167118)  
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 (1221422) 10.00pm *The Duchess* (3322765)  
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 11.00pm *Video Choice* (3224500)

**LIFESTYLE**

**✶ Via the Astra satellite**  
 6.00am *City* (40000) *City* *Fletcher's Garden* (243684)  
 6.30am *Country House Story* (25257) 11.00am  
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## UK must rush to catch rivals says CBI plan

By Philip Bassett  
and Ross Tieman

LEADERS of the Confederation of British Industry yesterday set new performance targets for UK manufacturing companies in a radical attempt to narrow the gap between Britain and its main industrial competitors.

On the eve of its annual conference in Harrogate, the CBI called for Norman Lamont, the Chancellor, to adopt a series of specific measures in this week's Autumn Statement, including a further two-point cut in interest rates. At the same time, it laid out a new long-term strategy for British industry aimed at sharply improving competitiveness, which was at once criticised as disappointing by one trade union leader.

The CBI's proposals — the result of a long study by its National Manufacturing Council — identify a performance gap of 20-40 per cent between the UK and its main competitors which it says has been "made all the worse by the prolonged recession, not to mention the uncertainty creat-

A provocative plan to make British manufacturing industry more competitive calls for a partnership between industry, government and the financial community

ed by the turbulence in European financial markets and the management of UK economic policy throughout the autumn of 1992."

The report, called *Making it in Britain*, said that these circumstances put at risk some of Britain's economic achievements of the 1980s and threatened a further erosion of the manufacturing base.

CBI leaders are looking to government, business and the financial community to take part in a "partnership for prosperity" to regenerate industrial competitiveness. Mark Radcliffe, CBI deputy director-general, said the report's findings were "about unleashing the confidence and ability of the country to win in world markets" and provide a good life for everyone in Britain.

In its analysis, the CBI found Britain was no better

than 13th out of 22 countries in a world league of competitiveness, but most of the failings were at corporate rather than governmental level. Britain ranked above average for the general conduct of the government towards competitiveness, for participation in international trade and investment and in the performance of the finance sector.

Britain scored poorly on the strength of its domestic economy, science and technology, management quality, infrastructure and use of employees and their skills. The CBI said productivity needed to grow by 5 per cent annually, a higher rate than that achieved throughout the 1980s; investment in plant, machinery and training should be doubled; and a further 1 per cent of world trade needed to be won by UK business.

While it said that the best of British companies was well up to world standards, with 43 UK companies in the *Fortune* 500 — more than in France or Germany — the CBI said there were not enough world-class manufacturers. Mr Radcliffe said the task identified by the report, which has been drawn up by in co-operation with leaders of companies such as British Steel, BAT, GKN, BICC, Pilkington, IBM, Allied Lyons and Sony, was urgent: "If we fail, we run the risk of becoming an impoverished offshore island, with high inflation and low living standards."

The report said the importance of manufacturing had been underestimated for a decade, and the CBI said it was intended to attack the "heresy" of the importance of the service sector over manufacturing.

But Gavin Laird, general secretary of the AEEU engineering union, said in Harrogate that while he supported the targets identified in the report, they did not go far enough.



Racing start: Howard Davies, director-general of the CBI, tries an Olympic superbike at Harrogate yesterday

## British Steel wants sanctions against rise in cheap east European imports

By Ross Tieman and Wolfgang Münchau

MICHAEL Heseltine, president of the Board of Trade, is examining a formal request from British Steel for trade sanctions to block "surges in unfair imports" of steel from eastern Europe into Britain.

Britain and the Netherlands, thought of as upholders of free trade in Europe, are at the forefront of EC moves to limit eastern European steel exports into the EC, which have almost doubled their market share over the past year to around 5 per cent.

Moves to put export quotas on eastern European steel exports would come as a devastating blow to east Europe's fledgling democracies and struggling economies.

Steel is one of the few sectors that have virtually unlimited access to the EC market. Agriculture, textiles and steel are considered to be the three key industries where eastern Europe could enjoy a comparative advantage over its western European competitors. However, EC manufacturers accuse eastern European steel

makers of dumping. In Britain, some east European makers offer steel at a discount of between 18 per cent and 25 per cent against prices offered by British Steel.

In one segment of the market — for cold reduced steel used in the manufacture of domestic appliances — Czechoslovak steel makers have this year built up a market share of 10 per cent within three months. This is the case that the DTI is examining.

Last month, Europe's leading steel makers wrote to the EC Commission, proposing a restructuring plan that entails up to 50,000 job losses, savage production cuts and the introduction of quotas. Industry sources maintain that the quota under discussion is about 3 million tonnes, equivalent to 3 per cent of the EC steel market.

This is also equivalent to the prevailing east European steel exports in 1991. The discussion about quotas reflects concerns over the severity of

recession in the industry, reminiscent of the steel crisis of the 1970s, when the industry was restructured under the Davignon plan. Industry sources maintain that a similar Davignon plan is now inevitable.

Officials at the DTI agree with British Steel claims that the imports represent unfair competition. Mr Heseltine is expected to seek EC approval to ban them from the British market.

Such a public confirmation that the DTI has agreed to Mr Heseltine's pledge to the Conservative party conference two months ago that "when industry argues a good case we will support them in Whitehall, in Brussels anywhere, everywhere where it is proper to do so."

A trade department spokesman said British Steel made presentations to DTI officials two weeks ago. "British Steel have formally asked the United Kingdom government to take regional

sanctions against specific Czech steel products," he said. "Since then officials have been in frequent touch with them."

To block the imports, Mr Heseltine would need majority support from the European Community Council. France, Germany and Italy have already won the council's approval to block Czech imports, the DTI said.

If the president agrees that Czech steel is being dumped, and takes action, he will come under growing pressure to intervene to halt coal imports from Poland and the Commonwealth of Independent States.

## AEEU says single-union deals now under threat

By Our Industrial Editor

LEADERS of the engineering and electrical trade union, which has the largest number of single-union deals with Japanese and other companies in Britain, said yesterday that their agreements are now under direct threat from the government's latest piece of employment legislation.

The government's new employment bill, published last week by Gillian Shephard, the employment secretary, who will address the CBI conference today, outlines the TUC's provisions governing inter-union relations — the so-called Bridlington principles. Ministers believe employees should be free to join or not join any union of their choice.

But the Associated Engineering and Electrical Union said this provision could lead to a sharp rise in inter-union competition, threatening the ability of companies to reach single-union agreements.

Most new companies, if unionised at all, prefer to recognise only one union now for collective bargaining. The AEEU has a large number of single-union deals, including agreements with such prominent inward investment companies as Sony, Hitachi, Nissan, Toyota and Sony.

Gavin Laird, AEEU general secretary, said: "Single-union deals are now under the plug-hole because of the bill." Speaking at the CBI conference, he said the union has an exhibition stand at the first time a trade union has made such a stand at the annual conference of the employer's body — Mr Laird said not just for the sake of the union, but for the sake of the country.

He said the union is under threat from other unions moving in to recruit. He said unions in Britain had been "changing the culture" of industrial relations, but now the government was putting that into reverse.

Comment, page 41  
Diary, page 41

## Howard to focus on industrial planning

By Derek Harris

MICHAEL Howard, environment secretary, last night gave out five awards in Harrogate to businesses to mark their care for the environment. Today he will give a speech in which he will address the CBI's call last week for wide-ranging changes in land planning procedures to add to business competitiveness.

The task force under Ian Prosser, head of Bass, the brewer, looked at how planning procedures could be improved to cut industrial costs in the labyrinthine planning procedures, while achieving environmental protection.

The five premier awards were given by Business Commitment to the Environment, a group of business leaders under the chairmanship of Sir Peter Parker. British Gas

leads the sponsors. The awards are made on broad criteria that combine care for the environment, through landscaping and conservation to pollution control, as well as respect for local communities, good working conditions, job creation and resource saving.

Winners of the premier awards included Redland Bricks, ARC, a construction materials subsidiary of Hanson, B&Q, the DIY subsidiary of Kingfisher, and NDM of Telford, a joint venture between Italy's Magneti Marelli and Japan's Nippondenso, making car components. The other premier award winner is Langham Glass, a small independent producer of lead crystal near Holt, Norfolk.

Focus, pages 31-34

## GPA denies failure of bank talks

By Matthew Bond

GPA, the Irish aircraft leasing group, insisted yesterday that talks with its bankers would continue, despite reports over the weekend that efforts to restructure \$3.5 billion of debt were close to collapse.

A spokesman for the company in Dublin said the talks were continuing on lines recently suggested by Tony Ryan, the company's chairman and founder. Mr Ryan's most recent comments came at the end of last month, the spokesman said.

"On October 30, the chairman stated that we were involved in a complex matrix

of interdependent negotiations. These negotiations will continue and are not expected to be concluded before the first quarter of next year." The talks continued over the weekend, with one banker close to the negotiations describing them as at "a serious stage".

GPA has been struggling to stabilise its massive debts since June when poor demand from institutions forced the company to abandon plans for a \$850 million share issue. At the time institutions were invited to subscribe for shares at the equivalent of \$20-25 a share. Some shares have since

been offered privately at around \$6. Further setbacks have seen the company abandon plans to issue a \$750 million package of securitised aircraft leases and a \$350 million issue of convertible preference shares, and defer a \$5 billion aircraft order from Boeing.

Reacting to reports that Dublin stockbrokers on Friday had advised GPA shareholders to sell shares at any price, the spokesman said: "The fact is that there has been no trading in GPA stock since the withdrawal of the international public offer."

## Bank's attempt to take over building society hits a snag

By Lindsay Cook  
Money Editor

THE merger between the Bank of Edinburgh and the Heart of England Building Society appears to be in trouble. The deal, the first takeover of a building society by a bank, needs to be approved by the Building Societies Commission, but before the commission will consider it in detail, the Bank of England must indicate that the merged bank and society will be authorised, which it has not done yet.

A friendly action in the High Court between the commission and the Bank of Edinburgh was expected to take place in October, but the commission said no date had been set yet.

Norman Digance, secretary to the commission, said that before a date could be set: "We would want to be satisfied that the Bank of England was going to authorise the new entity." The Bank would not comment on the case but



Travis: payout possible

said that where two banks or a bank and another organisation merged, the new company would need a licence.

Mike Travis, chief executive of the Heart of England, said: "It was never going to be a rubber stamping."

The High court action would agree terms to be offered to the 200,000 savers and 50,000 borrowers to persuade them to vote on whether

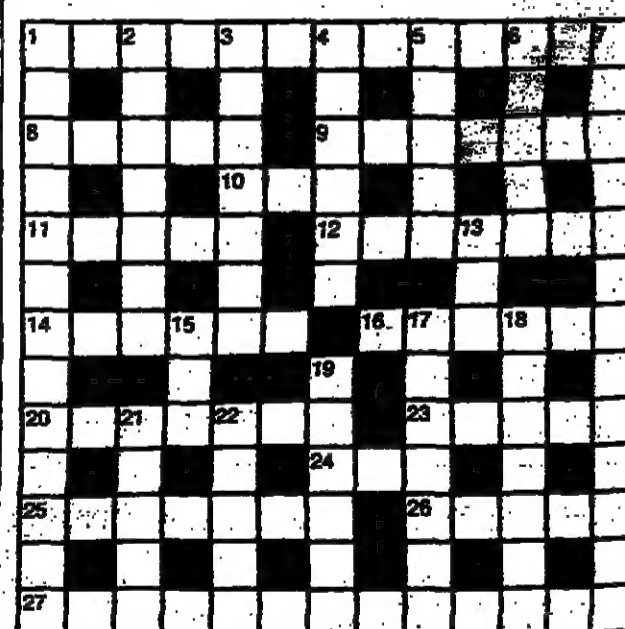
the takeover should go ahead. Mr Travis said the society was looking at paying a benefit to borrowers and investors.

If the Heart of England goes ahead, the commission would still have the final say on a takeover. The commission has to satisfy itself that the interests of savers and borrowers would not be disadvantaged.

The Bank of Edinburgh was set up two years ago with £26 million in capital from UK and European institutions with the aim of taking over building societies.

The 50-branch Heart of England was the first to announce, in early September, that it was in advanced talks with the new bank, but said then it did not expect to be able to announce full details for at least three months. If the Bank of Edinburgh deal does not go ahead, the industry expects Heart of England, the 25th-largest society, to merge with another society.

## CONCISE CROSSWORD NO 2930



ACROSS  
1 Army drill (6,7)  
8 Land (5)  
9 Travelling (3,4)  
10 - Gardner, film star (3)  
11 Illumination (5)  
12 Sad (7)  
14 Out-administer (6)  
16 Punishment (6)  
20 Prison colour shows (7)  
23 Ship's room (5)  
24 Golf instructor (3)  
25 Ship's record (7)  
26 Kenya warrior people (5)  
27 Progress aid (8,5)

DOWN  
1 Painter's crystals (8,5)  
2 Tenacity suppressed (7)  
3 Story seller (7)  
4 Upbraided (6)  
5 Native Israeli Jew (5)  
6 Snooker "kiss" pot (2,3)  
7 Courtroom (13)  
13 Northern Ireland police (11,1)  
15 Alphabet (11,1)  
17 Revenues (7)  
18 Very hot red sauce (7)  
19 Lap cloth (6)  
21 Aquiline bird (5)  
22 Scout group (5)

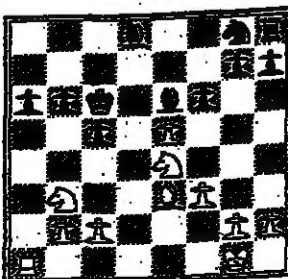
SOLUTIONS TO NO 2929  
ACROSS: 1 Civilian; 5 Omar; 9 Blubber; 10 Avert; 11 What; 12 Sforza; 14 Afford; 16 Twinge; 19 Equable; 21 Rack; 24 Draft; 25 Fission; 26 Ride; 27 Progress  
DOWN: 1 Cubs; 2 Vouch; 3 Lobster; 4 Arrest; 6 Muezzin; 7 Reunited; 8 Mail; 13 Levender; 19 Foulard; 17 Warning; 18 Heller; 20 Butt; 22 Caste; 23 Onus

## WINNING MOVE

By Raymond Keene, Chess Correspondent

This position is from the game Fischer — Spassky, Sveti Stefan (Game 9) 1992. It is always dangerous to neglect your development, even in endgame positions. In this example, white is way ahead in mobilisation and promptly exploited this. Can you see how?

Solution below.



point black is puzzled. Solution: white crushed through with 1.Nb3!, the main

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